“The only place success comes before work is in the dictionary.” - Vince Lombardi

Whether its college or professional football, you start to feel the buzz somewhere between the spring games of college football and the annual NFL Draft. For some, it is what adds the spice to their life… for others it’s the mark of the seasons of change, and, for the thousands of die-hard fans the world over… football is life.

Here in Northern Ohio, the beloved Cleveland Browns have struggled through 3 tumultuous years in a row, managing 4 wins and 44 defeats, including a 0-16 record last season. So, what is their reward for mediocrity? The 1st and 4th pick in this year’s NFL Draft… which, after countless rumors and nary a peep from the front office… turned into Baker Mayfield and Denzel Ward… yes, that’s the same Baker Mayfield who planted the OU flag on the center of the 50 yard line at Ohio Stadium after Oklahoma beat Denzel Ward’s Ohio State Buckeyes 31-16 last September. Now he is the chosen one that is going to lead Cleveland back to the glory days of Leroy Kelly, Paul Warfield, Ozzie Newsome and Jim Brown? I guess the jury made from the thousands of hungry Browns fans will be biting at the nip to find out.

Here at PPANO, we are on our own 50 yard line and the view has its own unknowns that will be answered… halfway through Charlie Rosol’s last year of Presidency and halfway until a changing of the guard with John Highman taking the torch. I must say, as a member of the legion of NIGP Chapter former President’s, both, wrapping up a tenure and starting to make plans for a new one are equally as cumbersome and challenging. What more can we do? What haven’t we done well enough? Am I leaving the Chapter in a better place than what I started with?

We have been blessed at PPANO to have started this Chapter with Mark Evangelista, our founder, who did his part to get the ball rolling and then handed the gavel to Charlie Rosol… who took stride right where Mark positioned us and took us to even greater heights and accomplishments. Very soon it will be Charlie who will be handing the baton to John Highman, who will undoubtedly do the same. You see, the real magic of the NIGP Chapter experience is the engagement of officers at the VP, President and Immediate Past President levels. The Vice President develops by working with the President and thinking of things for their own term to continue or create… all the while, the Immediate Past President adds his wisdom in an advisory role, to keep the mission of the Chapter strong. It works… but, it is a remarkably tasking commitment… that’s why we have YOU, the membership of PPANO, to fill those slots on committees and in leadership roles to help make the Chapter as good as it always has been.

I’m just the messenger… I know the process and appreciate the many hours of volunteerism that go into having a leadership role in an organization like PPANO… but, if you’ve heard Charlie say it once, you’ve heard him say it a thousand times… “Team, I cannot reiterate it enough… none of PPANO’s success is possible without the many volunteers, in the spotlight and behind the scenes, that give of their time and talent to make all of this come together.” YOU ARE THE REASON WHY THIS WORKS FOR NORTHERN OHIO!!!

Make plans to be at the June General Membership Meeting… and, make plans to celebrate your profession by engaging with your Chapter like never before. There is no task too small and no level of volunteerism that cannot be usable in this Chapter. We have our own celebratory flags to bury at the 50 yard line… but, we are going to use ours to cultivate more members, to promote more educational opportunities, to seize more of the available PDA funds to assist in the professional development of our membership and to encourage the use of the myriad of networking outlets we have at our disposal just by being affiliated with an NIGP Chapter.

It’s the turning point PPANO… and, there is a buzz in the air for what still is going to happen and what is percolating in the background. Some of you will be going to the NIGP Forum in Nashville, TN, August 19-22… and, you will have the opportunity to experience what happens on a larger scale when you get procurement folks together at the same venue. Go with the enthusiasm and spirit that you already have and bring back the resources and skills that will make you a better steward of the agencies you serve… and remember what I’ve said many times before… we’ve still got work to do PPANO. We’re just getting started!!!

~ Steve Sammons
## MEETING SCHEDULE

**Tuesday, June 12, 2018**

**PPANO General Membership Meeting**

9:00am - 12Noon

City of Independence Civic Center
6363 Selig Drive
Independence, Ohio 44131

"How To Stop Worrying and Start Living"
Presented by Dale Carnegie Training

## UPCOMING PROFESSIONAL DEVELOPMENT OPPORTUNITIES

### Wednesday & Thursday, June 20-21, 2018

**Effective Contract Writing**

8:00am - 5:00pm

City of Cleveland Convention Center
550 Lakeside Drive
Cleveland, Ohio 44114

**Instructor:** Michael Kolodisner, CPPO

### Tuesday-Thursday, August 14-16, 2018

**Strategic Procurement Planning**

8:00am - 5:00pm

City of Cleveland Convention Center
550 Lakeside Drive
Cleveland, Ohio 44114

**Instructor:** Michael Gustafson, CPPO, CPPB, MBA

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**Words To Ponder**

“It is one of the most beautiful compensations of life, that no man can sincerely try to help another person without also helping himself.”

~Ralph Waldo Emerson
### Chapter Officers

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<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Organization</th>
<th>Email</th>
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</thead>
<tbody>
<tr>
<td>Charlie Rosol</td>
<td>President</td>
<td>Cleveland Metroparks</td>
<td><a href="mailto:crosol@ppano.org">crosol@ppano.org</a></td>
</tr>
<tr>
<td>John Highman</td>
<td>Vice President</td>
<td>City of Canton</td>
<td><a href="mailto:jhighman@ppano.org">jhighman@ppano.org</a></td>
</tr>
<tr>
<td>April Locker</td>
<td>Secretary</td>
<td>City of Cleveland</td>
<td><a href="mailto:ppano2014@earthlink.net">ppano2014@earthlink.net</a></td>
</tr>
<tr>
<td>Louis Catalusci</td>
<td>Treasurer</td>
<td>Greater Cleveland Regional Transit Authority</td>
<td><a href="mailto:lcatalusci@ppano.org">lcatalusci@ppano.org</a></td>
</tr>
<tr>
<td>Shawn Becker</td>
<td>Member At Large</td>
<td>Greater Cleveland Regional Transit Authority</td>
<td>sb <a href="mailto:Becker@ppano.org">Becker@ppano.org</a></td>
</tr>
<tr>
<td>Mark Evangelista</td>
<td>Immediate Past President</td>
<td>RETIRED</td>
<td><a href="mailto:markevangel@twc.com">markevangel@twc.com</a></td>
</tr>
<tr>
<td>Thomas Patterson</td>
<td>CPPB</td>
<td>City of Westerville</td>
<td><a href="mailto:thomas.patterson@westerville.org">thomas.patterson@westerville.org</a></td>
</tr>
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### Committee Chairs

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<tr>
<th>Committee</th>
<th>Chair</th>
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<tbody>
<tr>
<td>Awards &amp; Scholarship Committee</td>
<td>Garey Burt</td>
<td>Lake Erie Correctional Institute</td>
<td><a href="mailto:Garey.Burt@odrc.state.oh.us">Garey.Burt@odrc.state.oh.us</a></td>
</tr>
<tr>
<td>Budget &amp; Finance Committee</td>
<td>John Highman, CPPB</td>
<td>City of Canton</td>
<td><a href="mailto:jhighman@ppano.org">jhighman@ppano.org</a></td>
</tr>
<tr>
<td>Education Committee</td>
<td>Tiffany Johnson-White</td>
<td>City of Cleveland</td>
<td><a href="mailto:twhite@cityofcleveland.oh.us">twhite@cityofcleveland.oh.us</a></td>
</tr>
<tr>
<td>Membership Committee</td>
<td>Diana Anthony</td>
<td>Ohio Turnpike Commission</td>
<td><a href="mailto:danthony130@yahoo.com">danthony130@yahoo.com</a></td>
</tr>
<tr>
<td>Public Relations Committee</td>
<td>Steve Sammons</td>
<td>City of Columbus</td>
<td><a href="mailto:swsammons@columbus.gov">swsammons@columbus.gov</a></td>
</tr>
<tr>
<td>Events Committee</td>
<td>Charlie Rosol, CPPB</td>
<td>Cleveland Metroparks</td>
<td><a href="mailto:crosol@ppano.org">crosol@ppano.org</a></td>
</tr>
<tr>
<td>Rules Committee</td>
<td>Mark Evangelista</td>
<td>MBA, CPP, C.P.M. Immediate Past President RETIRED</td>
<td><a href="mailto:markevangel@twc.com">markevangel@twc.com</a></td>
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PPANO GENERAL MEMBERSHIP MEETING
Tuesday, June 12, 2018
City of Independence Civic Center
6363 Selig Drive
Independence, Ohio 44131
8:30am – 12Noon

REGISTRATION •  8:30am – 9:00am

CALL TO ORDER • 9:00am
Charlie Rosol – President
• Welcome to new members and visitors
• Approval of minutes from March 13, 2018 meeting

REPORTS FROM OFFICERS • 9:05am
President – Charlie Rosol
Vice-President – John Highman
Treasurer – Lou Catalusci
Secretary – April Locker
Member-At-Large – Shawn Becker

REPORTS FROM COMMITTEES • 9:15am
Awards & Scholarships – Garey Burt
Budget & Finance – John Highman
Education – Tiffany White-Johnson
Events – Charlie Rosol
Membership – Diana Anthony

BREAK • 9:30am

PROGRAM:  10:00am

How to Stop Worrying and Start Living!

Presented By: Dale Carnegie Training

What can individuals and organizations do to proactively deal with the stressful situations that affect our productivity, job satisfaction and overall happiness? It’s true that some things are out of our control, but there are many things we CAN do to make positive changes in our response to stress. This program’s content is designed to “bring down to earth” the concept of handling the effects of daily stress, tension and excessive worry. If your fear, worry, tension or stress is affecting your relationships, health, attitude or your overall effectiveness (or that of your staff) – this interactive workshop is for you!

CALL FOR ADJOURNMENT

Compass Points – News for the Public Purchasers Association of Northern Ohio
June WEBINAR SCHEDULE:

Unleash the Power of Linkedin and Leverage Your Government Agency
Date: June 7, 2018
Start Time: 2:00pm – 3:30pm (EST)
Contact Hours: 1.0
Instructors: Jessica Koch

August WEBINAR SCHEDULE:

Market Research: How it Can Empower You To Make Smart Decisions
Date: August 7, 2018
Start Time: 2:00pm – 3:30pm (EST)
Contact Hours: 1.0
Instructors: Anne Reeves & Jesse Covell

Discover The Value of Webinars!

- **COMPLIMENTARY** TO MEMBERS.
- 90 MINUTES (60-70 MINUTES OF CONTENT FOLLOWED BY Q&A).
- 1 CONTACT HOUR
- A CATALOG OF PRE-RECORDED PLUS LIVE WEBINARS IS AVAILABLE.

Compass Points – News for the Public Purchasers Association of Northern Ohio
Corporate College was the venue for PPANO’s 2018 Reverse Trade Show held on April 20, 2018 and the final numbers are still coming in but it is projected that we will be around $28,410 in Revenue (not including the Stripe Fees) and $20,500 in Net Profit. We were cautiously optimistic that we might generate $15-18,000.00 in net profit, but, under the fantastic leadership of President Charlie Rosol and the Reverse Trade Show Committee, we far exceeded our goals for the BEST REVERSE TRADE SHOW in PPANO history.

PPANO’s Event committee has created a format for the two biggest events that we have by keeping our vendor base engaged with a Reverse Trade Show every other year and a Golf Outing every year. The model seems to be working well and PPANO is fiscally sound, which allows us more opportunities to give back to our membership through education, professional development and scholarship opportunities.

PPANO Secretary, April Locker, shared her thoughts about this year’s event: “A successful Reverse Trade Fair requires a lot of planning time by our members but the rewards are great. Over 100 vendors attended the event in April and were impressed by the members and opportunity PPANO provided.

Many vendors took time to praise the work we did for the RTF and plan to attend other events we may hold. One vendor was a late registration and said he didn’t think it was going to be worth the money. His sales staff told him about PPANO and in the end this company will be a sponsor for our events and plans to attend some of the CO-OPP events. We sold the vendor on the value of good relationships with buyers. In return we may have more funds for PPANO members by the impression we made on attendees.

This year we held ‘break-out sessions’ discussing different topics of interest to vendors. I co-presented on the ‘how to do business with us’, which was well attended. Vendors heard about this session from other vendors and asked if we could repeat it. All the sessions were great and we connected buyers and vendors. A new opportunity to have a connection with the vendor if we schedule some presentations over the year.

I think the RTF was a valuable experience for all people involved. It was a lot of work to prepare for the day but a great success due to the Events Committee. Thank you to all the people who helped, attended and planned for the 2018 RTF. Our success is due to your efforts.”

PPANO Vice-President, John Highman had this to say:

“This was my first time assisting with the Reverse Trade Fair as a PPANO volunteer instead of a City representative. As a result, I was able to speak to many vendors about their experience. Everyone I spoke to was thrilled with the event a loved the concept!”

These are the kinds of networking events that will continue to accentuate the PPANO mission for years to come.
## TRACK TO CERTIFICATION

**NIGP COURSE ALIGNMENT TO THE UPPCC BODY OF KNOWLEDGE**

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**Compass Points** – News for the Public Purchasers Association of Northern Ohio
As a testament to their loyal volunteer service to PPANO, Tiffany and several other members qualified for and applied for consideration of this 1st Annual PPANO Award, the winner of which was selected randomly by drawing at our “March Is Purchasing Month” General Membership Meeting. For her efforts, Tiffany received $2,000.00 towards her expenses to the 2018 NIGP ANNUAL FORUM in Nashville, Tennessee. CONGRATULATIONS Tiffany!!

The 2018 Election season is rapidly approaching us and we are looking for PPANO members to step up and take on leadership positions on our Board of Directors as an Officer of the organization or on a Committee as a chair or member. Get involved in your Chapter and realize the real growth that comes as a member is when you give back with your participation. Contact any Board member for information on how you can get involved. We need you!!
Every two years, PPANO holds a special election for its members to take on positions of responsibility with the Chapter as an officer of the Board of Directors in the positions of Vice-President, Treasurer, Secretary and Member-At-Large. This year is one of those years, with the changing of the guard coming at the end of 2018, as Charlie Rosol’s tenure will conclude and John Highman’s will begin. These positions will work alongside John in 2019-2020, as he begins his two year appointment to the office of Chapter President. Be thinking about how you might serve this Chapter in one of these roles and contact Shawn Becker, our current Member-At-Large, to express your interest in one of the following positions, as defined by our Bylaws:

### VICE-PRESIDENT
The Vice President supports the President in carrying out the objectives of the Chapter and acts for and on behalf of the President in the event of the President’s inability to act.

Specific duties of the Vice President include:

1. Performing such duties as are assigned by the President.
2. In the absence of the President at a General Membership or Board of Directors meeting, assuming the office of President.
3. Chairing the Budget and Finance Committee.
   a. Submitting a budget to the Board of Directors.
   b. Regulating the travel policy and reimbursement schedule for members.
   c. Working with the Treasurer for budget and actual expenses reporting.
4. Working closely with the President to make the transition to President as smooth as possible.
5. Possibly attending the NIGP Annual Forum to prepare for the transition to President providing funding is available.
6. Possibly attending NIGP’s Chapter Leadership Symposium during his or her term providing funding is available.
7. Serving as a voting member of the Board of Directors.

### SECRETARY
The Secretary is responsible for all Chapter records, minutes, and correspondence as warranted as well as maintaining an official record of all minutes, records, and correspondence of the Board of Directors and General Membership meetings.

Specific duties of the Secretary include:

1. Preparing minutes for Board of Directors Meetings, General Membership Meetings, and other official Chapter business.
2. Maintaining an official record of all minutes, meeting documents, and paperwork relative to the organization, and its correspondence.
3. Creating Agendas for the Board of Directors and General Membership Meetings.
4. Distributing minutes to the Board of Directors and Chapter Members as well as to the Webmaster for publication to the Chapter Web site.
5. Serving as a member of the Rules Committee.
6. Completing Officer and Committee information to be submitted to the Institute for Public Purchasing (NIGP) once a year.
7. Maintaining correspondence with the membership and other entities as needed.
8. Serving as the statutory agent for the Chapter.
9. Serving as a voting member of the Board of Directors.
10. May attend NIGP’s Chapter Leadership Symposium during his or her term providing funding is available.
TREASURER

The **Treasurer** is responsible for managing the finances of the Chapter including depositing money, writing checks, performing monthly account reconciliation, and providing financial and other statements to the Chapter and to the national NIGP office. The Treasurer, in consultation with the Board of Directors, chooses the banking facility and location, arranges for signature cards, and when approved, deposits money into a Chapter certificate of deposit(s) for future use.

Specific duties of the **Treasurer** include:

1. Being responsible for the collection, safekeeping, and disbursement of funds of the organization.
2. Keeping an accurate record of all receipts and disbursements, with enough supporting detail to meet audit requirements.
3. Receiving all monies from social events, and other sources together with adequate substantiating details as to source and deposit in the organization's accounts.
4. Depositing all funds into the Chapter account within five (5) working days.
5. Promptly preparing checks for all invoices after proper notification. Checking monthly bank statements and correcting any discrepancies promptly.
6. Submitting an accurate Treasurer’s Report to the Board of Directors at its business meetings.
7. Submitting an accurate Treasurer’s Report to the membership at General Membership Meetings and making the report available upon request of members or appropriate inquirers.
8. Arranging for the annual audit if necessary, to be implemented within one (1) month following the completed fiscal year with the auditor/s approved by the Board of Directors.
9. Delivering to the successor all checks, books, records, documents, and other property of the organization that came into the Treasurer’s custody, or that have been created during the Treasurer’s term of office.
10. Making available for all officers (where desired) to have signing authority and for obtaining signature cards for all officers from all banking institutions carrying organization accounts.
11. Serving as a member of the Budget and Finance Committee.
12. Being responsible for timely preparation and filing of all required tax and information returns.
13. Serving as a voting member of the Board of Directors.
14. Being responsible for timely preparation and filing of all required Secretary of State documents to maintain nonprofit corporation status.
15. Possibly attending NIGP’s Chapter Leadership Symposium during his or her term providing funding is available.

MEMBER-AT-LARGE

The **Member-at-Large** shall serve as an additional conduit of input to the Board of Directors for all of the Chapter membership.

Specific duties of the **Member at Large** include:

1. Serving as an additional conduit of input to the Board of Directors for all of the Chapter membership.
2. Serving as a conduit for persons not attending meetings.
3. Serving as a member of the Nominating Committee.
4. Serving as a member of the Rules Committee.
5. Serving as a voting member of the Board of Directors.
6. Possibly attending NIGP’s Chapter Leadership Symposium during his or her term providing funding is available.
PPANO Members,

It’s hard to believe that it’s June. The boys of summer are on the baseball diamond, the Cavs are again in the playoffs, Cedar Point is open, and we are finally having summer like weather conditions in Northern Ohio.

On April 20th we held our Reverse Trade Show (RTS) at Corporate College East. As most of you may now this event occurs every two years and is one of key events to raise money for PPANO.

We had over 20 participating member agencies and over 125 attendees from 90 different vendors. PPANO offered three fantastic breakout sessions for vendors and our very own members served as the panelists.

Overall the RTS raised over $20,500.00 for PPANO members. What a HUGE SUCCESS!

Thank you to the entire Events Committee Team. April Locker, Garey Burt, Diana Anthony, Eboni Holman, John Highman, Kim Hawkins, Lou Catalusci, Doug Machles, Mark Evangelista, Steve Sammons, Cynthia Tetterton-Williams, and Tiffany White.

PPANO is hosting several classes throughout the year. Please check the website for more information.

If anyone is interested in actively participating on a committee or running for an officer position please contact me at ecr@clevelandmetroparks.com (216-635-3225) or John Highman at john.highman@cantonohio.gov (330-438-4305). The time commitment is not as much as one may think.

Please save the date for the following:

1. **Annual Golf Outing** on September 14, 2018 at Big Met Golf Course.

Please utilize the Professional Development Assistance funds (PDA’s) to attend a class, forum, NIGP registration, etc. These funds are available to YOU our members. It doesn’t take much to get a few hundred dollars.

As we move forward I encourage all of you to get involved at some level. Join a committee, attend a class, volunteer at a PPANO event, etc. PPANO values your time, commitment, and passion to keep us thriving.

Thank you.

Charlie Rosol, CPPO, CPPB
PPANO President

Procurement Manager
216-635-3225 (Office)
216-635-3286 (Fax)
clevelandmetroparks.com