For this issue of Compass Points, I’m going to take a stroll down memory lane to a cover story I wrote in March 2009 for CO-OPP in The Procurement Edge and revisit some lessons learned that still resonate today, “Too Tiggered To Be An Eeyore”!

We have become predictable in our status quo. Think about it. We often boast about how we will never let ourselves become too complacent in our jobs so as to lose the passion to do them, but, typically the things we need to change to grow are the ones that have taken root in our comfort zone and take the most effort to reconfigure and the least effort to even care about. What makes it worse, is the more we do, the less help we get to do it… and, the same bunch of folks volunteer for everything year in and year out… eventually tiring us out in the process.

So, here it is, another MARCH IS PURCHASING MONTH where we will celebrate our profession for a few days, rehash the same principles we’ve heard and learned a little bit differently year after year, and remind ourselves that we’ve taken enough with us to consider it a privilege to go to the same red-tape laden desk every Monday morning for another year of the same do’s and don’ts and by god, we will somehow convince ourselves that what we do is worth something of value in the bigger picture. LA-DEE-DAH!!! Or, as that beloved donkey, Eeyore might say in his hum-drum, monotone drawls... “this is the part where I’m supposed to jump and dance, but, that’s why we’ve got Tigger... I think I’ll just sit this one out”!

So, what’s so good about Purchasing? Have we become too complacent in our work that we’ve lost our passion? What drives someone to rise above their own circumstance to always look for the positives and reach for the things they’re not supposed to be able to accomplish? Is there something that is keeping us from claiming the bounty that the “Tigger’s” in our profession keep reminding us about year in and year out? Their overriding similarities rest in their ability to find that “something new” at every step of their journey, the belief that every minute of life is a gift to enjoy and the penchant to make every day an adventure and every challenge an opportunity. You see, those “crazy about their craft” people are just too Tiggered to be Eeyore, and too passionate about purchasing to ever stop rejuvenating their enthusiasm with the people they share this profession with.

How cool to be part of an organization where everybody is somebody worth getting to know! Yes, this is MARCH IS PURCHASING MONTH, that one time during the year that we set aside to celebrate what we do. Perhaps the core hasn’t changed much, but you have the power to make this the best one you’ve ever experienced, by taking every opportunity given as one you were meant to be part of and by storing up the lessons of your journey for the next generation of NIGP members who may one day be recognizing your efforts for the inspiration they bring. There just aren’t any goals that can’t be reached by passionate people who are determined to jump a little higher than before.

As we embark on another new year for PPANO, let’s kick the year off Northern Ohio style and get involved in making this Chapter the best it can possibly be… and, showcase the best version of yourself to your agency, to your profession and to your Chapter. There is a place for your service for you in PPANO. Celebrate your profession PPANO… CELEBRATE YOU!!

~Steve Sammons
MEETING SCHEDULE

Tuesday, March 13, 2018
PPANO General Membership Meeting
9:00am – 12Noon
Third District Police Station-Community Room
4501 Chester Avenue (E. 45th)
Cleveland, Ohio 44103

“Be A Leader: How To Confront Without Confrontation”
Presented by Dale Carnegie Training

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 EVENTS

Friday, April 20, 2018
PPANO Reverse Trade Show
“Partnering Vendors & Purchasing”
8AM – 12Noon
Corporate College East
4400 Richmond Road
Cleveland, OH 44128

******

“Go as far as you can see; when you get there, you’ll be able to see farther.”
~ J.P. Morgan

Wendy Presser
Editor-in-Chief
wpresser@ppano.org

CHAPTER OFFICERS

Charlie Rosol, CPPO, CPPB
President
Cleveland Metroparks
crosol@ppano.org

John Highman
Vice President
City of Canton
jhighman@ppano.org

April Locker
Secretary
Cuyahoga County Public Library
alocker@ppano.org

Louis Catalusci
Treasurer
Greater Cleveland Regional Transit Authority
lcatalusci@ppano.org

Shawn Becker
Member at Large
Greater Cleveland Regional Transit Authority
sbecker@ppano.org

Mark Evangelista, MBA, CPPO, C.P.M.
Past President
Cleveland Metroparks
mevangelista@ppano.org

Thomas Patterson, CPPB
CO-OPP President
City of Westerville
thomas.patterson@westerville.org

“Words to Ponder”

“As I hurtled through space, one thought kept crossing my mind - every part of this rocket was supplied by the lowest bidder.” ~John Glenn

Compass Points – News for the Public Purchasers Association of Northern Ohio

2
PPANO GENERAL MEMBERSHIP MEETING  
Tuesday, March 13, 2018  
Third District Police Station– Community Room  
4501 Chester Avenue (E. 45th)  
Cleveland, Ohio 44103  
9am – 12Noon

CALL TO ORDER - Charlie Rosol - President

MINUTES & REPORTS OF BOARD MEMBERS  
President - Charlie Rosol  
Vice-President - John Highman  
Treasurer - Lou Catalusci

COMMITTEE REPORTS  
Awards & Scholarships - Garey Burt  
Budget & Finance - John Highman  
Education - Tiffany White-Johnson, Jacqueline Williams  
Events - Charlie Rosol  
Membership - Diana Anthony  
Public Relations - Steve Sammons  
Rules - Mark Evangelista

Guest Speaker: Be a Leader – How to Confront Without Confrontation  
Presented By: Dale Carnegie Training

Dale Carnegie wrote a road map for handling confrontation, without gaining offense or arousing resentment. In this workshop, you'll learn a memory technique for remembering this road map so that you can apply it under pressure. Principles are based on Dale Carnegie’s classic, “How to Win Friends & Influence People,” which has stood the test of time and remains the second-best seller all-time in nonfiction.

ADJOURN

Compass Points – News for the Public Purchasers Association of Northern Ohio  
3
March WEBINAR SCHEDULE:

Creating Value Through Market Research
Date: March 7, 2018
Start Time: 2:00pm – 3:30pm (EST)
Contact Hours: 1.0
Instructors: Theresa Webb, CPPO, CPPB, C.P.M., CPSM

Third-Party Guiding Principles Compliance for Sustainable Federal Buildings
Dates: March 20, 2018
Start Time: 2:00pm – 3:30pm (EST)
Contact Hours: 1.0
Instructor: Micah Thomas & Shaina Weinstein

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.

March ONLINE Course Schedule

Contracting For Public Sector Services ONLINE
Dates: March 22, 2018 – May 17, 2018
Time:
Contact Hours: 16
Instructor: Ms. Stacy Gregg, CPPO, CPPB
LEADERSHIP SYMPOSIUM EXPERIENCE

Louis Catalusci, Treasure and Diana Anthony, Membership Chair would like to thank PPANO for the opportunity to attend NIGP Leadership Development Symposium! It was great to take advantage of some of the professional development offered by PPANO. The theme for this year symposium was “Timeless Leadership” and it was sufficiently tied into the Allison in Wonderland tale. Upon arrival we were greeted by the wonderful staff at the Hyatt Regency. After a quick check in, many of us headed down to the conference hall to greet some of national members of NIGP. The meeting space was welcoming and theatrical.

Traveling from all parts of the State the excitement to begin the symposium was contagious. First, we got to tap into some of our dormant childhood skills by creating MAD Hatter hats and Cheshire Cat masks! As you can see Lou and Diana have skills that we can tap into!

The fun continued with an evening of refreshments and table topics. Here is when Lou and Diana split up to learn how other NIGP organizations tackle challenges of leadership when volunteering with passion. The topics included encouraging members to volunteer; desirable scholarship opportunities; the importance of social media and many more!

The second and third day was more gratifying than the first, as we took a deep dive into the Adventures of Leadership and self-reflection!

What we learned?

Diana: This year’s symposium presented a unique theme which allowed me to reflect on my leadership style. The speakers conducted activities and discussion which demonstrated how our mental models and decision-making process can impact others. I also appreciated the opportunity to share personal thoughts and experiences in a safe place. The big takeaway for me is knowing that each NIGP organization strives to be great; and collectively we must use the individual talents within our organization to accomplish that goal. In addition, attending the symposium allowed me to further appreciate PPANO and the value it brings to purchasing professionals.

Lou: The leadership symposium had many exercises and lessons geared not only to developing leadership skills but also to self-assessment. There was a focus on learning your own individual strengths and weaknesses. My biggest takeaway was that developing a strategic plan can help your chapter thrive. Also, in the large group discussions it seems that many of the chapters have the same issues that we do. In particular, there is the question of encouraging members to take leadership positions within the group. It seemed to me that many chapters end up “recycling” the same members in and out of leadership positions. Getting more members to participate will help our chapter thrive.

Compass Points – News for the Public Purchasers Association of Northern Ohio
RECOGNIZING OUTSTANDING CONTRIBUTIONS

(Preface by Steve Sammons)

The following article was written and contributed by PPANO’s own Secretary, April Locker… a tireless, key volunteer to our Chapter, who like many of our members give their time and talents because they love what they do. I would be remiss to not use my Editorial Prerogative to give her a proper introduction and celebrate her outstanding contributions to PPANO. Next time you see her… call her out and enjoy her article.

At the November 2017 meeting President Charlie Rosol distributed awards for outstanding contributions by PPANO members. These awards are in recognition of extra service to help promote our chapter in 2017.

I was very surprised to have my name called as I was trying to write notes. For a minute I had to search my brain for a task I was to perform at this point in the program. I never expected an award as the officers had discussed nominations at an earlier board meeting and my name was not included in the list of deserving members.

This is the Passion Award for recognition of extra service and time spent to promote our organization and profession. Rick Grimm, CPPO, CPPB, NIGP Chief Executive Officer has a presentation on the 4P’s of Purchasing. You may recall he presented this at our Chartering Ceremony in 2014. Passion is one of the 4 P’s; we spend more hours of our life at work than anywhere else. It is important to have a strong interest in your profession. In my college years I became aware of purchasing as a career and aimed my education and training to pursue this interest. I still enjoy the profession and hope other people will also choose procurement as a profession.

PPANO in an important organization to us in the procurement field of government. We have a powerful base of individuals that can help and support each other. It is a profession of people that are willing to share knowledge and experience that is lacking elsewhere. My role as secretary began early in 2014 as a member of the Northern Ohio Branch of CO-OPP. When it was decided to take our branch up a level to chapter I was approached to help as an officer. Willing to do my part to help the organization I agreed and have been serving the membership as secretary four years.

In the definition of volunteer there is no mention of payment or recognition. I never expect anything in return for the hours of time I donate to serve my profession and the members who also feel PPANO is an organization worth supporting. I am honored and grateful for this plaque and the recognition it represents for my time and effort for this Association.

Thank you for the privilege to serve our chapter.

April Locker, Secretary
NIGP COURSE ALIGNMENT TO THE UPPCC BODY OF KNOWLEDGE

**DOMAIN I**

**Procurement Administration**
- Contract Administration in the Public Sector
- Developing and Managing Requests for Proposals in the Public Sector
- Fundamentals of Leadership & Management
- Introduction to Public Procurement
- Legal Aspects of Public Procurement
- Sourcing in the Public Sector
- Strategic Procurement Planning

**DOMAIN II**

**Sourcing**
- Contract Administration in the Public Sector
- Developing and Managing Requests for Proposals in the Public Sector
- Introduction to Public Procurement
- Legal Aspects of Public Procurement
- Sourcing in the Public Sector
- Strategic Procurement Planning

**DOMAIN III**

**Negotiation Process**
- Contract Administration in the Public Sector
- Developing and Managing Requests for Proposals in the Public Sector
- Legal Aspects of Public Procurement
- Sourcing in the Public Sector

**DOMAIN IV**

**Contract Administration**
- Contract Administration in the Public Sector
- Introduction to Public Procurement
- Legal Aspects of Public Procurement
- Strategic Procurement Planning

**DOMAIN V**

**Supply Management**
- Introduction to Public Procurement
- Sourcing in the Public Sector
- Strategic Procurement Planning

**DOMAIN VI**

**Strategic Procurement Planning**
- Introduction to Public Procurement
- Strategic Procurement Planning
PPANO Members,

As we start another successful year I would like to take a few moments to thank everyone for the generous donation of your time and commitment to our AWESOME organization.

PPANO is entering its fourth year of chapter hood and it’s amazing to me how much we have grown since November 2014. We have held several meet and greets, golf outings, reverse trade fairs, numerous NIGP classes, chapter meetings, and the list goes on.

This all can’t be done without the dedicated Board and volunteers. So the BIG thank you to you, members of PPANO.

March is Purchasing Month... a time to reflect what you do for our profession, our chapter and NIGP. This world would not turn if it wasn’t for you. PPANO will be busy in 2018. PPANO will host the Reverse Trade Fair, Golf Outing, host numerous NIGP classes, and will hold elections for Vice President, Secretary, Treasurer and Member at Large for 2019-2020.

If anyone is interested in actively participating on a committee or running for an officer position please contact me at ecr@clevelandmetroparks.com or 216-635-3225. The time commitment is not as much as one may think.

Please save the date for the following:

1. Trade Show on April 20, 2018 Corporate College East.
2. 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 for all that you do.

Charlie Rosol, CPPO, CPPB
PPANO President

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