“Be a yardstick of quality. Some people aren’t used to an environment where excellence is expected.” -Steven Jobs

Every summer, more than 1,000 professionals from the United States, Canada and abroad, gather for the largest North American educational conference exclusively for individuals in public procurement. This is a once-a-year opportunity to pump-up the volume on public procurement and network with colleagues and the supplier community.

Every thing from the venue, to the networking, to the products expositions, featuring 200+ suppliers showcasing their latest products and services available to the government… adds to the excitement that highlights every forum. Add in a healthy dose of educational opportunities, dramatic keynote speakers and the chance to learn new skills and best practices from professionals and peers doing the same things that we do… gives the unique opportunity to help improve job performance and provide professional development to all who are present! No one who ever goes to an NIGP Forum leaves without a sense of being charged up and ready to bring that energy and experience back to the entities that they serve.

Here at PPANO, the 2018 NIGP Annual National Forum in Nashville, TN proved to be just as eventful as those that preceded it. NIGP’s signature event has just ended and this year, PPANO is bringing home some hardware. Congratulations to our President, Charlie Rosol, for being named the 2018 recipient of NIGP’s Professional Buyer of the Year Award. Still to come, we have our last General Membership Meeting on September 13th; I’m not counting our Annual Meeting in November, which is more celebratory in nature… and the 5th Annual PPANO Golf Tournament will take place on Friday, September 14th. Whew!! It’s going to be a jam packed month for our Chapter as we usher in the Fall Season… but, something tells me this is just the kind of recharging some of us need. Pass me a cold beverage; it’s getting hot in here!!

It’s time to do some soul searching… some future planning… some goal setting. We are at a pinnacle time in our Chapter year where we all have to understand what we want from PPANO and what we are willing to invest to keep it going strong. There are a few of you who haven’t gotten as involved as you can, but, you really want to do something more… we have a place of service for you. Some of you who have gotten involved and are feeling the charge of where PPANO is going and the professional development opportunities it affords to Northern Ohio, and, you want to be more involved (perhaps in an officer role)… we have a place of service for you. Some of you are witnessing the national footprint that PPANO is continuously leaving on the NIGP family and you want to do your part to keep that success growing… we have a place of service for you.

Henry Ford said, “if everyone is moving forward together, then success takes care of itself”. Now, as we get closer to another successful year for PPANO… let’s make a pledge to ourselves, to each other, to our Chapter and to our entities… to move forward together and maintain the high level of success that PPANO has enjoyed since its inception. I will go one step further and CHALLENGE our soon to be Immediate Past President, Charlie Rosol, to make 2019 his year to work on the application for PPANO to be considered for Small or Medium Sized CHAPTER OF THE YEAR to be presented at the NIGP Forum in Austin, Texas in 2019.

Start stepping up PPANO membership… it’s celebration time and WE STILL HAVE WORK TO DO!! To Charlie, John, Mamma Bear (April), Lou, Shawn and Mark… on behalf of the Board Chairs and the membership of PPANO… THANK YOU for leading the charge as officers on the Board of Directors this year for our Chapter and for Northern Ohio… your hard work and dedication is appreciated by all of us who have been blessed by it. For all of you Board Chairs, volunteers and to Thomas Patterson and our peers at CO-OPP… who have given your ideas, your efforts, your support, your time and your participation… these are merely examples of the PRIDE of PPANO… we just don’t know how to do it any differently.

~Steve Sammons
MEETING SCHEDULE

Thursday, September 13, 2018

PPANO General Membership Meeting

9:00am – 12Noon
Ohio Turnpike
682 Prospect Street
Berea, Ohio 44017

"Presentations With Punch"
Presented by Dale Carnegie Training

EVENT SCHEDULE

Friday, September 14, 2018

PPANO’s 5th ANNUAL GOLF OUTING

8:00am – 3:00pm
Cleveland Metroparks Big Met Golf Course
4811 Valley Parkway
Fairview Park, Ohio 44126

PROFESSIONAL DEVELOPMENT OPPORTUNITIES

Wednesday-Friday, September 19-21, 2018

Sourcing in the Public Sector

8:00am – 5:00pm
City of Cleveland Convention Center
550 Lakeside Drive
Cleveland, Ohio 44114
Instructor: Dennis Carney, CPPO

Monday-Wednesday, October 1-3, 2018

Developing and Managing Requests for Proposals

8:00am – 5:00pm
City of Cleveland Convention Center
550 Lakeside Drive
Cleveland, Ohio 44114
Instructor: Angela Mastandrea, CPPO
CHAPTER OFFICERS

<table>
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<tr>
<th>Officer Name</th>
<th>Position</th>
<th>Organization</th>
<th>Email Address</th>
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<tbody>
<tr>
<td>CHARLIE ROSOL</td>
<td>CPPO, CPPB, 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>CPPB, Vice President</td>
<td>City of Canton</td>
<td><a href="mailto:jhighman@ppano.org">jhighman@ppano.org</a></td>
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<tr>
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<td>Secretary</td>
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<td>Treasurer</td>
<td>Greater Cleveland Regional Transit Authority</td>
<td><a href="mailto:lcatalusci@ppano.org">lcatalusci@ppano.org</a></td>
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<tr>
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</tr>
<tr>
<td>MARK EVANGELISTA</td>
<td>MBA, CPPO, C.P.M., 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, CO-OPP President</td>
<td>City of Westerville</td>
<td><a href="mailto:thomas.patterson@westerville.org">thomas.patterson@westerville.org</a></td>
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COMMITTEE CHAIRS

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<th>Committee Name</th>
<th>Chair Name</th>
<th>Organization</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</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, CPPO, C.P.M., RETIRED</td>
<td><a href="mailto:markevangel@twc.com">markevangel@twc.com</a></td>
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PPANO GENERAL MEMBERSHIP MEETING
Thursday, September 13, 2018
Ohio Turnpike
682 Prospect Street
Berea, Ohio 44017
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
Events – Charlie Rosol
Membership – Diana Anthony
Public Relations – Steve Sammons
Rules – Mark Evangelista

Presentations With Punch!
Presented By: Dale Carnegie Training

How can we impact the impression we give to an audience? In this workshop, we teach Dale Carnegie’s principles for how to be an effective and likeable presenter, and we practice a technique designed to help persuade an audience to action, the Magic Formula of story-telling. Whether your presentations are in front of an audience, a committee, or a party of one, you want to follow Dale Carnegie's advice and put your best foot forward every time. The Principles taught here are based on Dale Carnegie’s classic, “The Quick & Easy Way to Effective Speaking”.

ADJOURN
October WEBINAR SCHEDULE:

New GASB Lease Standard Requires Significant Changes: What You Need To Know.
Date: October 16, 2018
Start Time: 2:00pm – 3:30pm (EST)
Contact Hours: 1.0
Instructors: Wesley A. Galloway, Senior GASB Project Manager

Ready, Set, Go: Paperless Evaluation Solutions.
Date: October 23, 2018
Start Time: 2:00pm – 3:30pm (EST)
Contact Hours: 1.0
Instructors: Steve Demel, CPPO

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.

WEBINAR RECORDINGS THAT ARE AVAILABLE:

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<th>Solicitation Process</th>
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<th>Leadership and Strategy</th>
<th>Policies and Procedures</th>
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<td>Sustainability</td>
<td>Construction</td>
<td>Specifications</td>
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CHARLIE ROSOL NAMED NIGP PROFESSIONAL BUYER OF THE YEAR

It’s no secret now, but, for those of you that haven’t heard, our own Emil C. Rosol, III, CPPO, CPPB, Procurement Manager, Cleveland Metroparks, and PPANO’s President, was named the 2018 NIGP Professional Buyer of the Year at this year’s Forum in Nashville, Tennessee.

Other forum winners are listed below, but, KUDOS to our President, for keeping PPANO in the NIGP Limelight for excellence in our profession.

ALBERT H. HALL MEMORIAL AWARD

DON BUFFUM, CPPO, CPPB
Director, Procurement & Contracts
Mississippi State University, MS

DISTINGUISHED SERVICE AWARDS

STEVEN M. DEMEL, CPPO
Director of Purchasing
Tacoma School District
Tacoma, WA

DAVID E. NASH, CPPO, CPPB
Retired

ANNE DEATHERAGE SERVICE AWARD

BOBBYE L. MARSALA, CPPO, CPPB, C.P.M.,
Chief Procurement Officer
City of Palm Bay
Palm Bay, FL

PROFESSIONAL MANAGER OF THE YEAR

VICTORIA A. CORTINAS, CPPO, CPPB, C.P.M.,
Contract Administrator
City of Tucson
Tucson, AZ

LEADERSHIP AWARD

MR. WILLIAM A. LINDSEY, CPPO, C.P.M.,
Purchasing Director
Gloucester County, VA

YOUNG PROFESSIONAL AWARD

ZULAY VINCENTE MILLAN, CPPO, CPPB, FCCM
Procurement Administrator Orange County
Orlando, FL
VOLUNTEER AWARD
LYNN FARNHAM, CPPO, CPPB
Purchasing Agent
Roane County
Kingston, TN

INTEGRITY AWARD
LOURDES COSS, CPPO
Retired

INNOVATION AWARD
OREGON DEPARTMENT OF CORRECTIONS
Innovating Engagement: Creating the PWPI Matrix

ETHICS VIDEO AWARD
CAROLINA ASSOCIATION OF GOVERNMENTAL PURCHASING
Submitted By: Grover Cleveland Haddock, Jr., CLGPO

CHAPTER OF THE YEAR AWARD WINNERS:

SMALL CHAPTER
Idaho Public Purchasing Association

MEDIUM CHAPTER
Columbia Chapter of NIGP

LARGE CHAPTER
Central Florida Chapter of NIGP

EXTRA LARGE CHAPTER
Oregon Public Purchasing Association

CHAPTER EXCELLENCE AWARD WINNERS:

Excellence in Membership Recruitment, Retention and Engagement
Arizona State Capitol Chapter

Excellence in Education and Professional Development
Tampa Bay Area Chapter

Excellence in Advocacy for Members and the Profession
Virginia Association of Governmental Purchasing, Inc.,
One more reminder if you are interested in the Give Back Opportunity for PPANO. We will still be collecting donations at the September 13 Membership Meeting. In case you have forgotten PPANO has decided to give back to the Streetsboro Fire Department. The first responders in Streetsboro have a remembrance ceremony on Tuesday September 11th (Patriots Day). After the ceremony members from PPANO will be providing a luncheon for the first responders. Don't miss out on this chance to give back to the men and women that are willing to risk their lives for their community.

Your donation of $5/$10 will provide for funds towards the meal. Thank you for your contribution!

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I wanted to give you my thoughts on 2018 NIGP Forum.

As a first timer, I was amazed by the sheer number of attendees. I think there were about 1400 and the “Opening Ceremonies” were a mass of people. It was really something to see. The event was well organized and the Gaylord did everything top notch, in my opinion. It was a nice blend of information sessions, planned events, and free time. The Expo portion was a nice time to meet the vendors who helped sponsor the event. The concurrent sessions were great for listening to other State Agencies issues and it was nice to network with other purchasing professionals. I had a great time, and hope to be able to attend another.

**Doug Machles, CPPO, CPPB**
Purchasing
Ohio Lottery
615 W Superior Ave
Cleveland, OH 44113
216-774-5778  FAX 216-787-3281
Email: Douglas.Machles@lottery.ohio.gov
What could possibly be better than a “GIVE BACK AWARD” for PPANO?? How about two of them... WHY NOT? At the General Membership Meeting on June 12th, PPANO raffled off the opportunity for free attendance to one of NIGP’s 3-Day classes that PPANO will host in 2018. Cara Loughlin, one of PPANO’s members in attendance, was the lucky winner. Congratulations Cara!!!

The 2018 Election season is upon 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 TO CONTINUE TO GROW!
### 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,

Summer is winding down and fall is upon us.

The 2018 NIGP Forum was held August 18-23, 2018 in Nashville, TN and amongst the 1,400 (record breaking attendance) PPANO was fortunate to have six delegates (Charlie Rosol, John Highman, Doug Machles, Tiffany White-Johnson, Jackie Williams and Cara Loughlin) and our neighboring Chapter in Columbus had 40 delegates attend.

On Sunday August 19th, CO-OOP and PPANO hosted an Ohio Delegate Lunch. It was a great time to meet and exchange contact information with our friends from Columbus.

Forum is an excellent way to network with colleagues across the country and Canada, as well as attend various educational workshops that are led by subject matter experts in procurement to help all attendees refine their skills and best practices.

Hopefully you will be able to attend the 2019 NIGP Forum in Austin, TX.

Congratulations to Cleveland Metroparks and Northeast Ohio Sewer District for receiving the Achievement of Excellence in Procurement Award from National Procurement Institute (NPI) and Ohio Lottery for receiving the Achievement Agency Certification Award from Universal Public Procurement Certification Council (UPPCC).

It’s ELECTION time again! John Highman released an email through MemberConnect in regards to elections for various officer positions for 2019-2020. If anyone is interested please contact John Highman at john.highman@cantonohio.gov or 330-438-4305.

Just a reminder that PPANO is hosting the 5th Annual Golf Outing on September 14, 2018 at Big Met Golf Course.

I respectfully ask each member to reach out to your top one or two vendors and let them know about this great event.

All money earned goes back to membership.

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