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MESSAGE FROM THE 2019 CONFERENCE CHAIRS
Lena Butler & Karl Bell

The Wilmington Convention Center located in Wilmington, NC hosted the 2019 CAGP Spring Conference and Vendor Exhibition. The conference held March 4-7, 2019 was the 63rd Annual CAGP Conference. Bordered by the Cape Fear River to the west and the Atlantic Ocean to the east, its natural beauty adds to its appeal for retirees, vacationers, and film makers. The area boasts one of the largest studios outside of Hollywood; hence the theme for the 2019 Conference, “Creating Superstars in the Procurement Profession.”

The planning committee members were dedicated to the cause of providing educational seminars to enhance our professional development while making learning enjoyable. The members of the committee included Arthur Buckaloo, Ashley Bennett, Brent Quick, Cheryl Wright, Chris Payne, Christina Russell, Cleve Haddock, Craig Wilkie, Daryle Parker, Deborah Taylor, Hal Hayes, Jennifer Goley, Julia Vosnock; Karen King, Laura Jones, Linda Bassett, Lori Colon, Nicole Hatch, Noelle Woods, Pam Radford, Robin James, Schelaine Parnell, Shaun Mizell, Shawn Williams, Sonjia Cross, Tamara Matthews, Teresa Fike, and Teresa Horsboll, and Tim Wood. Please join us in extending a heartfelt thank you to all of them for their faithful service to our wonderful organization.

This year’s conference was attended by one-hundred forty (140) members and our Vendor Exhibition was supported by eighty-six (86) enthusiastic vendors who offered great information on their products and also supplied great gifts to be raffled to the CAGP members at the end of the exhibition. We also enjoyed a spectacular banquet that included a delicious meal provided with entertainment by Magician Joshua Lozoff and Johnny B., Radio DJ, Riptide. Our keynote speaker, Stacey Gregg shared with us ways to add value to every facet of our lives; and of course, the great educational sessions provided much needed information for us to be Superstars in the Procurement Profession.

As your 2019 conference chairs, Karl and Lena want to thank all of you for your support during the CAGP conference and for the opportunity to serve such an outstanding organization. It has been an honor and a very rewarding learning experience for both of us. We would like to encourage others to get involved and utilize your talents to serve this great organization. Fulfill your dreams and remain the Superstars in the Procurement Profession that you have become during this 2019 conference.
Thank you for affording me the opportunity to serve as your 2019 - 2020 president for the Carolinas Association of Governmental Purchasing (CAGP). I am honored and humbled to serve you. CAGP is a vibrant and growing organization providing opportunities for professional development through education, certification, and volunteerism.

Additionally, this organization offers a great opportunity to network and share information with colleagues about day to day workplace problems and challenges we all face. If you are struggling with a problem big or small, chances are someone in this organization has been through something similar and has an answer. If you think you have limited resources... think again! CAGP is ready, willing, and able to assist you. If you have been a member for a while you know this, but if you are a first timer or new comer to our organization you can now take a big sigh of relief! You have just opened the door to a professional support group like no other.

With this said, old or new to the CAGP family explore your professional certification, educational, and volunteer opportunities. Become familiar with this website and keep abreast of all these options you now have.

I encourage you to get involved in our organization. Also, please remember this: I am just a click away... whether its phone or e-mail.

I am here to serve you! Let me know if you have questions or comments. If I do not have the answer someone else will, and I will get back to you. You see, this is the advantage of being a part of the CAGP family.

Wishing you much success in your career! Please feel free to contact me at any time with your questions or comments concerning the CAGP.

Thanks again for allowing me to serve each of you.

Deborah P. Taylor, CPPO
CAGP President
deborah.taylor@citadel.edu
843-953-6873
Awesome Workshops!
Thank you for sharing your knowledge and enthusiasm.
We are so grateful!!
How Can I: Make this interaction about the other person?
How Can I: Put the other person at ease?
How Can I: Exceed this person’s expectation of this interaction?

Start Today!

Demonstrate Your Value
➢ Be Open

A DREAM written down with a date becomes a GOAL
A goal broken down into steps becomes a PLAN
A plan backed by ACTION makes your dreams REALITY

HOW TO MAKE SMARTER GOALS
CREATED BY ADARINGADVENTURE.COM

Lots of people talk about making SMART goals. But that leaves out two critical considerations. So to help you shoot for the stars, here is the SMARTER system. And remember, whatever your goal is, make sure it is fun chasing it. We don’t have long on this planet and we should be enjoying what we do, not sacrificing time now for something that may or may not happen in the future.

Specific. Your goals need to be clear and easily understood. “Get in shape” isn’t specific. “Lose 10 lbs.” “Make more money” isn’t specific. “Earn $500k by December 1st.”

Measurable. Your goals must be quantifiable. It’s important to be able to track your progress. Without the ability to do so, you can easily lose heart and focus.

Action-oriented. Goals have to involve action otherwise they are just dreams and wishes. When you set your goals, also determine next steps so you know how to start making progress.

Realistic. Has anyone done it? If so you know it’s possible. Even if “no”, everything was once done for the first time. And others will have achieved elements of the goal, so study them. Just don’t set goals that are physically impossible.

Timebound. Your goals must have a timeline. If you want to achieve your goal “someday” then you’ll always wait to start tomorrow. But if you give yourself a deadline then you’ll make the most of each minute.

Ecological. Your goals have to be relevant to the big picture. There’s no point in setting goals that may damage your health or relationships with loved ones.

Rewarding. Ask yourself “Why am I doing this?” This is the part where you HAVE to know what your values are. Know what motivates you and keeps you driving forward if and when things get tough.
CAGP CHARITY DRIVE

NEW HANOVER HUMANE SOCIETY

is always in need of:
Clay Kitty Litter (Non-Clump)
Odo-Ban (Cleaner)
Big Chew toys for big dogs
Large Rawhide bones
Monetary donations

is always in need of:
16-24 oz Cereal
Peanut Butter
Jelly
Monetary donations

NOURISH NC
Feeding Children. Fueling the Future.
Carolinas Association of Governmental Purchasers

WELCOME TO THE CAGP BANQUET & AWARDS PRESENTATIONS
Hall-Wicker 2019 Award

By Hal Hayes

Last year in New Bern I was surprised and honored to win the Hall-Wicker Award. One of the benefits of winning this award is the opportunity to present the award at this conference.

To say that this is our most prestigious award would be an understatement. This award was established in 1996 to recognize outstanding contributions and service to the cause and advancement of the purchasing profession and to jointly honor the late W.T. “Tom” Hall, Jr. and the late Warren “Jake” Wicker.

Tom Hall was the Purchasing Agent for the Town of Cary. He was a leader within the State in the areas of paperless purchasing, cooperative purchasing, p-cards, and privatization of vehicle maintenance supplies to name a few. He also developed numerous proposals for legislative changes to improve the laws governing public purchasing and worked hard to win their passage. He also served in most of the offices of the CAGP and was our President in 1986. Tom was also instrumental in establishing the CLGPO program and served as the Chairman of the professional development and certification committees for many years. These are only a few of the ways that Tom made an impact on our organization and our profession.

The Hall-Wicker award consists of a plaque and a $200.00 monetary award.

The winner of the Hall-Wicker award this year models many of the traits exhibited by Tom and Jake. Our winner this year has been and continues to be a leader in our organization. Just like Tom they are constantly searching for new and better ways to accomplish the tasks before them. And just like Jake, this individual is dedicated to excellence. They have a wonderful sense of humor and a very cheerful disposition.

The great thing about our organization is there are numerous people in this room right now that could say, “He is describing me”. But wait… There’s more….. This person is a Tar Heel fan, a coffee drinker, a grandparent, a dog lover, a spouse, a friend, a co-worker, and a boss.

Some of you may still be in the running but I’m about to narrow the field.

This person has served in many of the offices of the CAGP including President. When Uniform Guidance became the new monster in public procurement this person wasted no time in developing a template for contracts. They implemented a vendor self-service program. They made an internal policy change for surplus property which increased sales of surplus for their Unit. They continually update their Unit’s purchasing policy to keep up with the changes in Statutes and ordinances. They have served as an instructor at School of Government classes and our spring conferences; they are a frequent contributor to our purchasing listserv and finally they have attained not only their CPPO certification but their Lifetime CLGPO certification.

I am very happy to call this year’s Hall-Wicker Award winner my friend and my colleague. Please put your hands together and help me congratulate the 2018 Hall-Wicker Award winner, Laura Jones!

Billy D. Ray Purchaser of the Year 2019 Award

By Robin James & Velicia Moore

This candidate has made significant contributions to the governmental entity that he or she serves within the past two years as demonstrated by: 1) working to update the City’s purchasing policy to comply with State and Federal procurement laws. 2) She regularly provides information on law changes and feedback on areas of improvement. 3) She is fairly conservative in her approach and utilizes the phrase “When in doubt, bid it out” to ensure compliance with policy and laws. 4) She has worked to streamline the purchasing process and is playing an important part in the migration to a new financial system.

The candidate has made significant contributions to professional development within the past two years as demonstrated by: 1) serving as co-chair for a CAGP conference and worked to coordinate speakers to help advance the agenda of the conference. 2) This candidate encourages and provides for her purchasing and warehouse team to take classes at the UNC School of Government and 3) attend purchasing conferences throughout the state. 4) She encourages team members to complete the requirements for certifications and to become CLGPO’s.

This candidate has made significant contributions to the CAGD and/or NIGP within the past two years as demonstrated by: 1) Serving on an open panel discussion at the 2018 conference and 2) Will be on the March 2019 disaster preparedness discussion panel. 3) Regularly attends these conferences and is included on round table discussions. 4) Currently serving on a new disaster preparedness advisory group in conjunction with Norma Houston. 4) Currently serves as historian for the CAGP and the interim secretary;

Please welcome Lori Colon as the 2019 Billy D Ray Purchaser of the Year.
This year marked Steven’s 16th year of teaching the CLGPO exam review session. Steven’s review sessions have become a “must-do” among those who sit for the exam. Steven manages to convey a vast amount of law and practice in a day-long session in a way that keeps the attendees engaged and, at times, even laughing.

To recognize Steven’s continued contributions to the strength of the CLGPO program and the success of many examination candidates, the CLGPO Committee has established the "Steven C. Graham Achievement Award" to be given annually to the examination candidate who achieves the highest passing score on the CLGPO certification examination and will be presented each year at the Conference Spring Banquet during the CLGPO presentations. We created the award simply because it was time.

And the third winner of the Steven C. Graham Achievement Award has achieved a perfect score on the CLGPO exam and is only the third time in 22 years!

The winner is Susan Westbrook, City of Marion

The CLGPO Certification Committee presented CLGPO certifications, re-certifications, and lifetime certifications to 37 CAGP members, and recognized 11 members for passing the CLGPO examination.

Congratulations to all those who have achieved this milestone in their public purchasing career!

Certifications
- Ashley K. Bennett
- Christopher John Bernat
- Nora Francesca Cameron
- Daniel Callahan
- Sonjia Cross
- Teresa B. Fike
- City of Raleigh
- City of Charlotte
- City of Burlington
- Brunswick Co. Schools
- Laura Hairston
- Fayetteville Public Works Commission
- Teresa T. Fulk
- Donna D. Johnson
- Carteret Co.
- City of Wilmington
- Daryle L. Parker
- David Hugh O’Neal, Jr.
- City of Raleigh
- NC Division of Purchasing and Contracting
- Laura Hairston
- City of Charlotte
- Tracey N. Adams
- City of High Point

Recertifications
- Christopher John Bernat
- City of Raleigh
- Nora Francesca Cameron
- City of Charlotte
- Sonjia Cross
- City of Burlington
- Laura Hairston
- Fayetteville Public Works Commission
- Donna D. Johnson
- City of Charlotte
- David Hugh O’Neal, Jr.
- NC Division of Purchasing and Contracting
- Laura Hairston
- City of Charlotte
- Tracey N. Adams
- City of High Point

LifeTimes
- Tanga Anderson-Solomon
- City of Raleigh
- Stuart Carroll
- Columbus County
- Lori A. Colon
- City of New Bern
- Erik S. Conti
- City of High Point
- Lynn G. Elms
- Union County Public Schools
- Cynthia Lyn Hewitt
- Onslow Water and Sewer Authority
- Ellen McGowen
- City of Wilmington
- Deborah A. Pittillo
- Henderson County Public Schools
- Beth Hales Smith
- City of Raleigh
- Julie Willingham
- Metropolitan Sewerage District
- Timothy Michael Wood
- City of Kinston
The new members promotional drawing that was advertised prior to the 2019 conference.

The winner won hotel and the conference registration for 2019 conference.

The winner(s) were:
Amanda Bumgarner
Rachel Kaplan

Alternates:
Chris Johnson
Peggy Cope

Peggy Cope
Nikole Subject
Tiwana Lawrence
Ashley Brown
Amanda Bumgarner
Amanda Garner
Rachel Kaplan
Wende Chaucer
Chris Johnson
Tamara Harrelson

Haywood County
Fayetteville Utility
Town of Garner
Onslow County
City of Morganton
City of High Point
City of High Point
New Hanover County
New Hanover County
City of Durham

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Wende Chaucer
Chris Johnson
Tamara Harrelson

Haywood County
Fayetteville Utility
Town of Garner
Onslow County
City of Morganton
City of High Point
City of High Point
New Hanover County
New Hanover County
City of Durham

We had 10 people that had never joined CAGP nor been to a conference.
CAGP MEMBERSHIP STATS

MEMBER CERTIFICATIONS
as of 11/10/2018

294
Total Members

79
CLGPO Certification

11
Another Certification

CAGP FACTS:

• We gained 10 new members in 2019. (since these statistics were prepared)
• We had the largest number of attendees at the 2019 conference in 10 years.
• We had 86 vendor booths at the 2019 conference.

CAGP BOARD OF DIRECTORS MEETINGS

• June 20, 2019 - Onsite School of Government (with lunch) or conference call
• October 10, 2019 - Conference call
• December 5, 2019 - Conference call
• January 23, 2020 - Conference call
All meetings start at 10:00 am until noon.

SHOUT OUT TO THE MEMBERSHIP COMMITTEE

In the last two years ago, the membership committee has been conducting monthly conference calls. These meetings started with discussing how to contact non-member purchasers & agencies and what to do to accomplish this task. The committee continues to contact agencies and purchasers with emails and phone calls and will do so until the committee feels we need to move to the next step. Their last conference call was April 8th @ 2pm.

The members of the committee are:

Candy Harmon, Durham Co.
Tara Vuncannon, Moore Co.
Sila Vlachou, Stanley Co.
Karl Beil, Mecklenburg Co.
Faye Perry, Camden Co. Schools

If you would like to volunteer on this committee or any other committees, please complete this form.
### CAGP 2020 CONFERENCE WINNERS

#### CAGP Next Year’s Conference Registration Banquet Winners:

<table>
<thead>
<tr>
<th>Banquet Winners</th>
<th>Alternates</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amanda Crumpler</td>
<td>1st Amanda Butler</td>
</tr>
<tr>
<td>Shanna Fonville</td>
<td>2nd Ashely Williams</td>
</tr>
</tbody>
</table>

#### CAGP Next Year’s Conference Registration General Session Winners:

<table>
<thead>
<tr>
<th>General Session Winners</th>
<th>Alternates</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nancy Denice</td>
<td>1st James Thomason</td>
</tr>
<tr>
<td>Ashley Williams</td>
<td>2nd Jennifer Meyers</td>
</tr>
<tr>
<td>Renee Butler</td>
<td>3rd Tina Dabrovoski</td>
</tr>
</tbody>
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ATLANTIC EMERGENCY SOLUTIONS

Green Resource

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Brame
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704-875-8424

Cunningham Recreation

dyson
Hills Machinery

J.P. Morgan

McKesson
Empowering Healthcare

NC Finance Connect

NC Procurement Sams Service

OMNIA PARTNERS

Pitney Bowes

REI

RICOH
imagine. change.

SHARP

Southern Lock & Supply Co.

Systel

Turf Equipment
AND SUPPLY COMPANY

IMPORTANT LINKS

UNC / SOG - Local Government Purchasing & Contracting Program
https://www.sog.unc.edu/resources/microsites/local-government-purchasing-and-contracting

Coates-Cannon Law Blog
http://canons.sog.unc.edu/

NC Finance Connect

Purchasing Listserv
https://www.sog.unc.edu/resources/microsites/local-government-purchasing-and-contracting/listserv

CAGP Website
https://www.cagponline.org

CAGP Facebook
https://www.facebook.com/groups/910595738984927/

CAGP Twitter
@ncagp or www.twitter.com/NCAGP

NIGP
http://www.nigp.org/

Retention Schedules
http://archives.ncdcr.gov/ForGovernment/RetentionSchedules/Local-Schedules