OPPA currently has nearly 500 active members! The mission of this group seeks to benefit the public procurement profession and increase your value to the employer and public we serve through education, networking, outreach and established programs.

In 2019 the OPPA Board is looking forward to another successful year. We want to provide the best educational and training opportunities from: the awesome Program Committee – through our two major conferences and annual workshop, the stupendous Professional Development Committee – through face-to-face classes and virtual trainings, and the amazing Mentorship Committee - with its mentorship program and the Tomorrows Teachers/Master Class program.

This year we plan on offering more webinar style online/on-demand classes in partnership with NIGP; there is already the VCON virtual conference offering later in March. We are also busy planning the second Regional Conference training event where all NIGP Area 8 Chapters will be represented and in attendance at Sunriver in May. We plan to record several of the classes and have them available on our YouTube Channel. Registration for this conference is now open at OPPAweb.org.

Already this year, we’ve held our annual January Workshop at the Eola Viticulture Center in Salem. Forty-Four OPPA members attended this exciting Negotiation Training Class by Randy Kutz, of Soft Skills Training 360 LLC. This was a very informative class that brought the participants into a deep discussion of the principles of negotiation skills; from the people, products, and processes to practice. You do not want to miss this opportunity! Register now to attend the 2019 Area 8 Regional Training and Vendor Showcase. See Pages 5-7 for More details.

NIGP updated the way they offer discounts for the 2019 Forum that will be held in Austin Texas on August 25 through August 28. There is no longer a group discount or group registration. Everyone who registers before April 30 will receive the same $140 discount! Early Bird Registration is now open, register yourself before April 30 and pay only $800.

Continued on Page 6
Procurement Professionals often hear we are a “jack of all trades and master of none”. We are labeled as generalists; good in a wide array of skills necessary to handle multiple commodity areas. Contrary to that statement, this article emphasizes that professionals can actually be a “master of some” or should at least strive to do so.

Public Procurement is a service function, we serve our clients getting them what they need at the right price, quality, and time. As a service function, one skill that’s paramount to strive towards mastering is customer service.

The following are some strategies when delivering customer service to your clients:

1) Build Credibility and Trust

Credibility is often earned through demonstrated knowledge and trust comes with credibility. Use soft skills to communicate complex information in a palatable manner. A good measure of success is how often your clients come to you because they want to and not because they have to. Do your clients engage you earlier in the procurement process to be collaborative? That’s a good sign they trust and find you credible.

2) Speed Matters (So Does Quality)

An organized, proactive Procurement Professional is one that can provide nimble and quality service. When your client reaches out to help problem solve, ask for business drivers on deadlines, give lead times, and be responsive. Soft skills in communicating expectations can go a long way. Above all, never sacrifice quality for speed, try and master the balance of both. Your customers will appreciate it.

3) Close Loop, Ask for Feedback

Closing the loop for your client demonstrates a level of organization. It shows you’re invested in the service you provide but also care about their needs. While not always necessary, sometimes a simple “just closing the loop email” to your client can also go a long way. Don’t forget to ask for feedback where appropriate and share with your colleagues.

Delivering a high level of customer service and becoming a “master” in this area will pay off for both you and your agency.

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March 13, 2019, OPPA President Eric Wicks, CPPB, released this OPPA Proclamation adding “In honor of all that each of you do everyday to support your agency in procurement.” Many thanks to the OPPA Executive Board and Board of Directors for acknowledging the professionalism of the OPPA Membership.

PROCLAMATION

WHEREAS, the public procurement profession plays a significant role in the efficiency and effectiveness of both government and business; and

WHEREAS, in addition to the purchase of goods and services, the public procurement professional adds value to the organization by performing such functions as developing procurement strategies, cultivating collaborative relationships with the business community and other teams within their organization, consulting on best practices, identifying opportunities for savings, maintaining compliance with rules, regulations, policies, and procedures, and assisting with development of and/or administering contracts; and

WHEREAS, the public procurement professionals of Oregon Public Purchasing Association have tremendous influence on the economic conditions in Oregon and southwest Washington, with millions of dollars of accumulative purchasing power, while providing high-caliber procurement support to their agency; and

WHEREAS, these public procurement professionals recognize, support and practice the Public Procurement Values and Guiding Principles of Accountability, Ethics, Impartiality, Professionalism, Service and Transparency, established by NIGP – The Institute for Public Procurement as fundamental tenets of their profession; and

WHEREAS, the Oregon Public Purchasing Association recognizes the State of Oregon proclamation that the month of March is Procurement Month and to further expand the awareness of the public purchasing professional’s role to governmental officials, the general public, business and corporate leaders;

NOW, THEREFORE, we the Executive Board, of Oregon Public Purchasing Association, do hereby proclaim Wednesday March 13, 2019 as

PROFESSIONAL BUYER’S DAY

and urge all members of Oregon Public Purchasing Association in recognizing the important role of our profession within business, industry and government.

IN WITNESS WHEREOF, we, the Board of Directors, hereby cause the seal of the Oregon Public Purchasing Association, a Chapter of NIGP, to be affixed this 8th day of March 2019.

Eric Wicks, CPPB
President, for the Board of Directors
What Were You Doing on Professional Buyer’s Day?

Today I’m finishing up an interagency agreement for The Portland Building Micro-Market...design, installation, operation of...

When I first began working on the RFP I didn’t know what a micro-market was.

Happy Professional Buyer’s Day!

Diane Seaton, CPPO, CPPB
Contracts Manager
City of Portland, OMF Facilities

Clinical Affiliation agreements for spring term placements for our EMT, Human Services, Nursing and other programs.

Gail M. Williams Pickett
Contract Management Analyst
Procurement Services, Chemeketa Community College

City of Hillsboro Purchasing has been honored to collaborate with our Information Services and many other City departments to establish a broadband internet utility offering competitive internet services to Hillsboro homes and businesses as well as the Hillsboro School District. This is a 15 year + project. We’ve awarded six contracts so far, ranging from software to support services and construction.

Elaine Baker | Purchasing Manager
City of Hillsboro, Oregon | Finance Department

I am currently modifying the State’s Information Technology Services Agreement (System Acquisition) template (developed in 2018) to meet EWEB’s needs. I’m using the State’s template as the “backbone”, and bringing in additional terms we require, and removing some that we don’t.

It’s been quite an endeavor! I’ve been collaborating with our IT project manager group and outside legal counsel. Hope to have it completed next week in order to include it as a sample contract in a system acquisition RFP I will be issuing.

Tracy Davis, CPPB, CDT
EWEB Purchasing Analyst
Eugene Water & Electric Board

An updated legislative tracking list is attached. Send me an email directly if you are unable to access it.

As a timeline note, Committees have until the 29th to schedule an action, ie. a Public Hearing, in the chamber or origin (House or Senate), and those actions have to be completed by April 6th. At that point, bills that haven’t had an action by Committee will die for the session- with a few exceptions I’ll go into as we get closer.

Some process notes:
HB 2769 (QBS) moved out of committee this morning and is headed to the House floor for a vote.

Summary of the scheduled Public Hearings and Work Sessions coming up:
HB 2497 (including battery storage as green tech) Public Hearing scheduled for 3/26 at 1:00pm
HB 3141 (related to electric vehicle charging stations) Public Hearing scheduled for 3/28 at 1:00pm

And one related note here is a great primer article (about a five minute read) that talks about what lobbyists do and how they influence legislation in Salem: Lobbyists remain a constant power

Brian R. Smith, CPPO, PMP
OPPA Legislative Committee Chair
Columbia Chapter Legislative Committee Chair
Multnomah County Purchasing Manager
STATE OF OREGON

PROCLAMATION

OFFICE OF THE GOVERNOR

WHEREAS: The procurement, supply and logistics profession plays a significant role in the quality and efficiency of business and government operations throughout the United States; and

WHEREAS: The procurement of goods and services is critical to the efficient cost effective operations of private and public entities alike; and

WHEREAS: Procurement, as a profession, engages in functions that promote economic development by executing, implementing, and administering contracts; strategically sourcing goods and services needed to promote the welfare of the citizens of the United States, and promoting sustainable practices in the acquisition, use and disposal of goods and services; and

WHEREAS: Fosters an environment of the highest ethical standards between business and government at all levels.

NOW, THEREFORE: I, Kate Brown, Governor of the State of Oregon, hereby proclaim March 2019 to be

PROCUREMENT MONTH

in Oregon and encourage all Oregonians to join in this observance.

IN WITNESS WHEREOF, I hereunto set my hand and cause the Great Seal of the State of Oregon to be affixed. Done at the Capitol in the City of Salem in the State of Oregon on this day, March 11, 2019.

Kate Brown, Governor

Leslie Cummings, Deputy Secretary of State
President’s Message
Continued from Page 1

We reviewed the three hotel choices and found that the Hilton is the closest to the venue.

Please, make your hotel reservation first, then enter your Forum registration (you’ll need the hotel confirmation code). Visit http://nsite.nigp.org/2019annualforumandproductsexpo/register/register2019

Contact vice president Camber Schlag cschlag@co.marion.or.us if you have any questions.

The Membership Committee submitted OPPA membership documentation for the required Chapter reporting to NIGP; we have 343 dual members (who are members of both NIGP & OPPA), 137 OPPA only members, 3 student members and 10 retired members for a total of 493 Members. Please visit the NIGP.org/JoinUs website if you would like to become a member of NIGP.

OPPA has earned the NIGP Chapter of the Year award several times in the past. The award acknowledges the valuable contributions OPPA provided Members and OPPA’s continued commitment to supporting NIGP’s mission to develop, support, and promote the public procurement profession.

A major goal for OPPA in 2019 is to accomplish more along the national recognition track available if NIGPs Chapter Awards Program criteria are met.

Why is our goal to meet the award criteria important?

**Recognition:** To assure that OPPA Members are publicly recognized by NIGP for their contributions to the procurement profession in print, electronic and social media outlets.

**Marketing and increased credibility:** Enhanced marketing opportunities increase credibility and provide a valuable recruiting tool. Increasing awareness of OPPA’s reputation for excellence in providing a higher level of professional growth opportunities, promoting ethically sound procurement practices, and creating a path to professional certification encourages membership growth.

**Increased volunteer recognition:** Increase the visibility of volunteers who are instrumental in achievements. An award is a terrific accomplishment that helps expand future active volunteer involvement.

**Happy Birthday OPPA:** OPPA is celebrating 50 years! OPPA was formed in 1969 by a group of public sector purchasing agents from a variety of governmental agencies who met to discuss common purchasing concerns over dinner. These dinner meetings became popular and attendance at the meetings grew.

The need for more structured meetings became apparent and officers and board members were elected. In 1982, the dinner meetings were changed to full day workshops to provide more time for training and discussions. Congratulations to OPPA!

Finally, be sure to keep an eye on our social media platforms, OPPAweb.org, Facebook and Instagram for all events and information.

Sincerely,
Eric Wicks, CPPB
2019 OPPA President
SAVE THE DATE!!  SAVE THE DATE!!  SAVE THE DATE!!

NIGP Area 8
Regional Training and Vendor Showcase

May 23-24, 2019
Sunriver Conference Center, 17600 Center Drive, Sunriver, Oregon
A NIGP class will be held on May 22, 2019

“Expanding the Possibilities”
Recognizing our future is squarely in the hands of today’s children – there is nothing more important than developing their self-confidence and self-esteem. For a homeless child, this is a daily challenge. Our mission is to provide a birthday celebration for every homeless child in our community and offer additional support in as many ways possible. We invite you to read Devin’s Story to see how one individual can make a difference in the lives of others. See Page 15 for full details

Grandma’s House has provided shelter, hope, support and tools to help young parents make good life decisions for themselves and their babies for over twenty years. We emphasize wellness and healthy development of children, families and communities though education, guidance and support. Whether choosing adoption or parenting Grandma’s House offers support at a time when they need it the most. See Page 14 for full details

2019 Area 8 Regional Training Charity Golf Tournament

Wednesday, May 22, 2019, Meadows Course, Sunriver, OR
Plan now to be a part of the 2019 Area 8 Regional Golf Tournament. This year’s tournament will be held at the Meadow Golf Course Located in Sunriver, Oregon. Tee Times will begin at 11:30 am. The entry fee for the 9-Hole Scramble is $95.00 which includes additional on-course games, green fees, cart, practice range. Plenty of fun to go around. Save this date; we look forward to “linking up”. See Page 16 for full details
2019 Area 8 Regional Training and Vendor Showcase
Training Opportunities

Chad Hymas, CSP, CPAE
Leaving a Legacy

Josh Klika & Cheral Manke
Intergalactic Leadership & Cultural Styles for the Future of Procurement

Rick DeLuca
Customer Service—A Lost Art?

Rob Rickard,
Specifications, SOW and Evaluation Criteria

Tracy Fisher & Kimberly Mitchell-Phillips
Results Oriented RFP Diversity Language

Rick Grimm, CPPO, CPPB, FCIPS
The Future of Procurement is Now: Are You Ready?

Jonathan Rivin
Do Popular Material Attributes Predict Lower Environmental Impact?

Mike Purdy
Unlocking the Mysteries of Bonds & Insurance

Karen Fitzthum
Paperless Procurement Office

Kevin Yin
Successful Change Management. Yes, There’s an Equation for That

Rob Rickard
Contract Administration

Lisa Premo
Valuing Procurement: How to Achieve Executive Placement, Authority, Independence, and Responsibility

Saby Waraich
NewTech Buzz Word Devops: It’s More About Culture
Rick Grimm has served as NIGP’s Chief Executive Officer for 21 years. Rick holds a Bachelor’s Degree in Business Administration from the University of Miami and a Master’s Degree in Public Administration from Florida International University. He served county governments and public school districts for 23 years, including over 12 years in the management of the public procurement function, before joining the NIGP team in 1998. As NIGP continues to develop, support and promote public procurement, Rick’s recent priorities have been the development of partnerships with universities and associations that represent the direct reports of the procurement function. To leverage these relationships and enhance NIGP’s role as a trusted advisor, Rick reorganized the NIGP team with a focus on content management and sustained membership growth. During the next 12 months, the Institute will design and offer certificate programs for professionals entering the workplace and for seasoned professionals who seek high-level skills on procurement specialties such as technology and construction.

Chad Hymas, CSP, CPAE

Chad Hymas Communications

Chad inspires, motivates, and moves audiences, creating an experience that touches hearts for a lifetime. He is one of the youngest ever to receive the Council of Peers Award for Excellence (CPAE) and to be inducted into the prestigious National Speaker Hall of Fame. In 2001, at the age of 27, Chad’s life changed in an instant when a 2,000-pound bale of hay shattered his neck, leaving him a quadriplegic. But Chad’s dreams were not paralyzed that day—he became an example of what is possible. Chad is a best-selling author, president of his own communications company, and recognized world-class wheelchair athlete. In 2003, Chad set a world record by wheeling his chair from Salt Lake City to Las Vegas (513 miles). Chad’s speaking career in the areas of leadership, team building, customer service, and mastering change has brought him multiple honors. He served as president of the National Speakers Association Utah chapter and is a member of the elite Speakers Roundtable (one of twenty of the world’s top speakers). As a member of the National Speakers Association, Chad travels as many as 300,000 miles a year, captivating and entertaining audiences around the world. He has graced the stage of hundreds of professional and civic organizations, including Wells Fargo, Blue Cross Blue Shield, AT&T, Rainbird, IHC, American Express, Prudential Life, Vast FX, and Merrill Lynch.
Camber’s Corner
7 Scholarships Available for the Area 8 Regional Training & Vendor Showcase

I can’t believe it’s 2019! Seems like yesterday it was 2017 and OPPA along with our local sister chapters were creating our very first Regional Conference. Now it’s 2019 and in just two months we will be having our second regional conference, only this time it will be for all of NIGP’s Area 8 which includes chapters from Oregon, Washington, Idaho, Hawaii, Alaska and Canada!

OPPA and Area 8 have put together a great conference themed “Expanding the Possibilities”. Through the hard work of our Sponsorship Committee, this year’s conference will have fantastic sponsors lined up to help support Area 8 and educate attendees on their products and services to make all of our jobs more efficient.

The speaker line up that the Program Committee Chair and her crew have created is one word, PHENOMINAL! Between our professional speaker line up and our colleagues going outside of their normal work day to create highly educational speaking presentations, every attendee is bound to take away new information from this conference.

Now that I have set the stage, Camber’s Corner is really about our Scholarship Committee. What better way to attend our regional conference than through a scholarship!

Each year the officers of OPPA design a budget (which the membership approves) for each committee. Jacob Clotfelter, Scholarship Committee Chair, receives a budget of $7500 to which he sets aside funds for OPPA’s annual spring conference, fall conference, NIGP’s Forum, Pro D classes or any other procurement training that may be of benefit to an OPPA member.

This spring the Scholarship Committee is offering 7 scholarships for the Regional Conference. These scholarship opportunities cover 75% of lodging, registration and personal mileage fees. The committee is also offering one NIGP Forum scholarship for Austin Texas in late August.

Applying for a scholarship is easy! The application form is available on the OPPA website, www.oppaweb.org. The scholarship application covers multiple areas. So whether you’ve never attended an OPPA event and are new to the profession, or are an experienced buyer, a scholarship provides a benefit for any level of experience.

All OPPA asks in return is that you give back to OPPA within 6 months of receiving the scholarship. This is as simple as volunteering to work on the RVTS or helping a committee chair complete a specific task. You might have so much fun working with a committee chair that you decide to volunteer for more! OPPA is a successful chapter because of our awesome member volunteers!!

Scholarship applications for Regional Conference are due April 12th. The NIGP Forum scholarship application is due March 29th.
Did You Know OPPA Has A SHERO!? 

Celebrating Procurement SHEROs!

Christine Moody, Manager, Contracts & Procurement
Port of Portland, OR
For being a selfless leader and incredible mentor.

Take a moment to congratulate Christine for her NIGP SHERO designation for “being a selfless leader and incredible mentor”. What a great way to acknowledge her achievements!

Thank you Christine for your dedication to OPPA. Your volunteerism and inspiration have been instrumental in the growth of professionalism within OPPA.

FORUM 2019 REGISTRATION IS NOW LIVE!

REGISTER NOW AND SAVE $140

The future of procurement starts here...Together
A Message from Rick Grimm, NIGP CEO

Dear OPPA members,

I’d like to personally invite you to join us at Forum 2019 where over 1,400 procurement professionals come together to turn ideas into reality. Why Austin is the place to be for Forum 2019.

Forum is the largest educational conference exclusively for public procurement in North America. It’s where peers share ideas, engage and inspire one another and develop strong connections. It’s an opportunity to come together and rethink status quo, and leave empowered, ready to put these new ideas into practice and add value to your agencies.

Whether you are new to the profession or a seasoned veteran, we have something for you. This year’s Forum features over 70 workshop sessions with compelling content on these themes:

Construction | Procurement Basics | Procurement Case Studies |
Emergency Management/Disaster Planning | Technology

Hear inspiring keynote speakers, engage in networking activities and attend the Products Expo – the value you gain personally and professionally is priceless. We hope you’ll join us in Austin for an experience you’ll never forget.

For your convenience, a variety of Conference Registration Packages are available. Register for the full conference before April 30th and save $140.

Together we can achieve more, learn more, engage more.

Rick Grimm, CPPO, CPPB, FNIGP
Chief Executive Officer, NIGP
Grandma’s House has provided shelter, hope, support and tools to help young parents make good life decisions for themselves and their babies for over twenty years. We emphasize wellness and healthy development of children, families and communities through education, guidance and support. Whether choosing adoption or parenting Grandma’s House offers support at a time when they need it the most. When young mothers and babies transition from Grandma’s House into independent living they become a part of our outreach program called ‘Angels Wing’. There they continue to receive support and services. ‘Angels Wing’ is a part of our outreach to all pregnant and parenting teens in need.

The goal of Grandma’s House is to help each young woman become self-sufficient and able to make responsible decisions for herself and her child. Grandma’s House provides a safe and stable shelter, 24 hours a day, 7 days a week, 365 days with case management, counseling and educational opportunities. Our Workshops include childbirth education and skills for living. We are the only home east of the Cascades serving the shelter needs of this vulnerable population.

http://www.grandmashouseofco.org/
Our Mission

Recognizing our future is squarely in the hands of today’s children – there is nothing more important than developing their self-confidence and self-esteem. For a homeless child, this is a daily challenge. Our mission is to provide a birthday celebration for every homeless child in our community and offer additional support in as many ways possible.

Central Oregon currently has 1100+ children attending school each day, but with no home to return to each night. These are the children the school district knows of. There’s no way to determine how many more there may be.

Imagine how sad it is for a child to be homeless, but imagine even more how sad they must feel on their birthday. Our objective is to provide at least one day each year where they have a celebration.

We invite you to read Devin's Story to see how one individual can make a difference in the lives of others.

**Devin's Story...**

*A definition of Passion is a “desire or devotion to a concept or activity.” To those that knew Devin – he was the definition of passion.*

*He looked upon others with a sense of caring and compassion unmatched by most. When he saw people in pain – he hurt; when others were lonely – he went to them; when they were in need – he gave. In his 23 years of life he was always giving – never taking. Whether it was the food from his plate or the shoes from his feet – he gave and gave.*

*To learn what it was like to be hungry – he went without food. To experience the loneliness of having no shelter – he slept in the street. He was not satisfied with theory – he needed to experience. He didn’t look at these experiences as a sacrifice – they were his entry to a world too few can appreciate.*

*He had a special place in his heart for children. He believed we all have a responsibility to care for the children within our communities, whatever the cost. It is with this passion Devin’s Destiny was founded on April 7, 2010. Though he is greatly missed by all that knew him – the world is a better place because of how much he cared.*
2019 Area 8 Regional Golf Tournament

Wednesday, May 22, 2019

Meadows Course
Sunriver, Oregon

Plan now to be a part of the 2019 Area 8 Regional Golf Tournament. This year’s tournament will be held at the Meadow Golf Course Located in Sunriver, Oregon. Tee Times will begin at 11:30 am. The entry fee for the 9-Hole Scramble is $95.00 which includes additional on-course games, green fees, cart, practice range. Plenty of fun to go around. Save this date; we look forward to “linking up”.

Sign-up at Oppaweb.org