COPPER CHAPTER OF NIGP
OUTSTANDING CHAPTER ADVOCACY AND OUTREACH AWARD

The Copper Chapter of NIGP acts as an advocate for our members and our community partners by sponsoring an annual Reverse Trade Show (RTS). Vendors and agencies can meet, greet and connect with approximately 30 different public procurement agencies from throughout our region. The government agencies are the ‘exhibitors’ and the vendors are the ‘attendees’. Our RTS allows suppliers, consultants, contractors, etc. the opportunity to meet in one place at one time with public procurement professionals from numerous governmental agencies such as Cities, Counties, State agencies, and School Districts who spend millions of dollars annually on goods and services. This event is designed specifically for local businesses, small businesses, new start-up business, contractors, professional services providers, entrepreneurs, or any other company wanting to network with Public Procurement Professionals from Southern Arizona. We encourage vendors to maximize their marketing efforts by attending this one-stop “mega” networking event and talk to agencies about the products and services they have to offer.

The RTS allows vendors the opportunity to:
- Walk around the trade show floor freely and visit with agency representatives in booths or tables.
- Market their company's products and services directly with contracting staff.
- Network with hundreds of other local and regional businesses.

Vendors say they have experienced the following benefits from attending our RTS:
- Meet outreach goals much more effectively.
- Reduce the number of supplier visits to agency offices.
- Agencies are viewed as being “accessible” to the vendor community.
- Made valuable business contacts.

Also included are educational breakout sessions and attendees receive a wealth of information such as how to:
- Navigate the public procurement process and the importance of registering as a vendor
- Use NIGP Commodity Codes to register on various Vendor Registration Systems
- Win bids and contracts!

Our RTS provides leadership opportunities for our members as they serve on various committees to organize and coordinate the event as well as act in various roles throughout the day to ensure its success. The primary benefit is that the revenue generated from the Event provides scholarship funds for our members to attend professional development seminars, workshops and conferences such as the annual NIGP Forum. In 2019, the RTS realized net revenues of $18,594 resulting in 10 awarded scholarships to our members totaling $11,044.

We believe that the following made our 2019 Copper Chapter RTS unique:

1. We set specific goals regarding registration, sponsorships, number of public agencies and offered innovative opportunities for our vendors to network with the public agencies and each other to ensure the success of our event.
   a. When we set the early bird registration amount, we determined that we needed to have a minimum of 75 registrants pay at the early bird discount rate to break even. Chapter members conducted a registration blitz personally inviting vendors to register and attend the RTS. With more than 300 attendees, we exceeded our goal and all additional registrations were profit for the Chapter.
   b. We developed exclusive sponsorship limits and limited the number of sponsorships at a particular level. We offered only one (1) RTS “Title” sponsor at $3,000; four (4) at $2,000. Other sponsorship levels included $1,500, $1,000, $500 and $250. At the lower levels, we also allowed vendors to sponsor items in lieu of cash (printing services, badges, etc.). We exceeded our goals for the sponsorship levels that increased the profit to the Chapter. The “Title” and $2,000 sponsors were provided an opportunity to speak (for 5 minutes) at the opening or lunch sessions; host a table and their business was advertised in our directory and on event signage throughout the event.
   c. At our previous events, we had 20-25 public agencies attend. In 2019, we set a goal of 35 agencies to provide additional value to the vendors. With outreach, we had many agencies from the Arizona
Capitol Chapter participate and we met our goal. Tucson 12 News also did a video spotlight: https://vimeo.com/375780474?ref=fb-share

d. We provided all vendors a copy of the Copper Chapter Directory that included the names and contact information for all public procurement agencies (including contact information for every buyer) that participated in the RTS. The vendors love this because it provides all contact information in one location.

e. Our theme of the Show was “All Aboard the Procurement Train” and we asked each public agency to dress up and decorate their table. The vendors were then asked to vote on their favorite booth. The public agency with the most votes won a prize. This provided an incentive for the vendors to visit all the tables and participate in the fun. The vendors commented that they really enjoyed that aspect.

Sponsorship opportunities for the Show included:

<table>
<thead>
<tr>
<th>Sponsorship Level</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Trainmaster – Title Sponsor for Keynote (1)</td>
<td>$3,000</td>
</tr>
<tr>
<td>Conductor – Lunch Sponsor (4)</td>
<td>$2,000</td>
</tr>
<tr>
<td>Roadmaster (5)</td>
<td>$1,500</td>
</tr>
<tr>
<td>Engineer (Unlimited)</td>
<td>$1,000</td>
</tr>
<tr>
<td>Yardmaster (Unlimited)</td>
<td>$750</td>
</tr>
<tr>
<td>Brakeman (Unlimited)</td>
<td>$500</td>
</tr>
<tr>
<td>Ticket Agent (Unlimited)</td>
<td>$250</td>
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</table>

Reverse Trade Show

The posting for the RTS included Resource links for the Event Flyer, Frequently Asked Questions (FAQs) Sponsorship Opportunities, and the ability to register for the event via PayPal.
A $50 discount was available for Early Bird registration.

https://nsite.nigp.org/copperchapterofnigp/upcoming-events/reverse-trade-show

If you sell to government agencies - or want to - this is a MUST-ATTEND event!

REGISTRATION:

- Early Bird (Until Aug. 9) - $75.00
- Aug. 10 - Oct. 15 - $125.00
- Oct. 20 - Oct. 29 - $150.00

Keysnote Speaker:
Nicole Larice, CEO of Larice Strategies
https://www.nicolaeestrategics.com/

To pay by Check or Money Order use this Form:
- [registration form]

PayPal

How many are Attending?
197.00 USD

Organization

Names of Attendees

Add to Cart

Resources:
- Event Flyer
- FAQs
- Sponsorship Opportunities
Our RTS Show guide includes the show schedule of events, a welcome letter from the Copper Chapter President, breakout session schedule, and sponsor information. A unique addition is a directory of our Copper Chapter members that our vendors can use as a resource for future reference.

### 2019 Membership Directory for the Copper Chapter of NIGP

#### Amphitheater Public Schools
- **Address:** 1001 W. Roger Rd., Tucson, AZ 85705
- **Phone:** (520) 888-3713
- **Fax:** (520) 888-3709

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Phone</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brenda Widigino, C.P.M.</td>
<td>Purchasing/Logistics Manager</td>
<td>(520) 888-3713</td>
<td><a href="mailto:bwidigino@amphi.com">bwidigino@amphi.com</a></td>
</tr>
</tbody>
</table>

#### Arizona School for Deaf & Blind
- **Address:** 1200 W. Speedway Blvd., Tucson, AZ 85746
- **Phone:** (520) 770-3803
- **Fax:** (520) 770-3807

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Phone</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Katherine Nison</td>
<td>Buyer II</td>
<td>(520) 770-3709</td>
<td><a href="mailto:katherine.nison@asd.baz.gov">katherine.nison@asd.baz.gov</a></td>
</tr>
<tr>
<td>Lorenda Estades</td>
<td>Purchasing Manager</td>
<td>(520) 770-3242</td>
<td><a href="mailto:lorenda.estaides@asd.baz.gov">lorenda.estaides@asd.baz.gov</a></td>
</tr>
<tr>
<td>Eunice Nelson</td>
<td>Administrative Director</td>
<td>(520) 770-3569</td>
<td><a href="mailto:vernice.nelson@asd.baz.gov">vernice.nelson@asd.baz.gov</a></td>
</tr>
</tbody>
</table>

#### Arizona Superior Court in Pima County
- **Address:** 110 W. Congress St., Tucson, AZ 85701
- **Phone:** (520) 724-2428

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Phone</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adam Redding</td>
<td>Buyer</td>
<td>(520) 724-2428</td>
<td><a href="mailto:ar@tucson.org">ar@tucson.org</a></td>
</tr>
</tbody>
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#### Copper Chapter of NIGP

October 26, 2019

Welcome to the 12th Annual Reverse Trade Show hosted by the Copper Chapter of NIGP. This show is intentionally designed to provide you with a one-stop-shopping experience to meet, greet, and engage with Copper Chapter procurement professionals as well as other business organizations together under one roof. This unique event provides you with expert insight into ways you can maximize your business opportunities with Southern Arizona agencies.

Make sure you visit and engage with all of the government agencies that have come together for you. Be sure to stay for lunch as this year’s show is highlighted by keynote speaker Nicole Lomas of Nimble Lances Strategies. Nicole will be delivering a message on leveraging partnerships between businesses and government agencies by transforming from transactional to relational. Nicole is a dynamic, professional leader in helping organizations and individuals succeed in reaching beyond their goals.

There will also be educational opportunities to help you with the tools necessary to do business with government agencies. Additionally, the Copper Chapter Membership Directory is exclusively available to show registrants. This reference guide gives you the names, phone numbers, and email addresses of public purchasing professionals throughout Southern Arizona.

Thank you so much for attending today’s event! This event would not be possible without you and the commitment of chapter volunteers who donate their time and talents to make this day a success. Proceeds from this event directly support the professional development and continuing education of public purchasing professionals in Southern Arizona who are members of the Copper Chapter of NIGP, a 501(c)(3) non-profit organization. Through the pursuit of educational opportunities and professional certifications, Copper Chapter members continue to add value to the procurement process for a variety of Southern Arizona publicly funded agencies.

A very special thank you to our sponsors listed in this directory and advertised throughout the trade show. We appreciate your support.

We sincerely hope that you find today’s events and this Membership Directory useful in your pursuit of organized business opportunity in Southern Arizona. Together, we build a better community for all.

Sincerely,

Lloyd B. Wills II, C.P.P.R., C.P.M., 2016 and 2019 President - Copper Chapter of NIGP

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1. The schedule of events includes various sessions and announcements.
2. The list of addresses and contact information for different organizations is provided.
3. The event is held on October 26, 2019.
4. Keynote speaker Nicole Lomas will discuss leveraging partnerships.
5. The directory provides contact information for government agencies.
6. The event supports educational opportunities and professional development.
7. The proceeds benefit the Copper Chapter of NIGP.
8. The organizers thank sponsors for their support.
9. The directory is intended to help with business opportunities in Southern Arizona.

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<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Destination</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>2:30pm</td>
<td>Registration</td>
<td>Tucson Convention Center Lobby</td>
<td>Pre-Registration Check-in and New Registrations</td>
</tr>
<tr>
<td>9:00am - 9:45am</td>
<td>Opening Ceremony</td>
<td>Dining Station Gals/Guys/Greats Rooms</td>
<td>Recognition of members Opening remarks from Copper Chapter President Lord Wills II</td>
</tr>
<tr>
<td>9:45am - 12:00pm</td>
<td>Agency Table Open</td>
<td>Agency Station Marcopolo/Hotline Rooms</td>
<td>Visit the agency tables for information on how to do business with our exhibitors Register to win door prizes</td>
</tr>
<tr>
<td>10:00am - 10:15am</td>
<td>Educational Sessions</td>
<td>Agacha Room 303</td>
<td>“How to Do Business with the GSA” Pamela Smith, Copaga, U.S. GSA</td>
</tr>
<tr>
<td>10:15am - 11:45am</td>
<td>Educational Sessions</td>
<td>Cochise Room 302</td>
<td>“How to Do Business with Government Agencies” Terry Spencer, C.P.M., Pima County Nathan Davis, C.P.P.R., City of Tucson</td>
</tr>
<tr>
<td>11:45am - 1:30pm</td>
<td>Lunch and Agacha Speaker Presentation</td>
<td>Dining Station Gals/Guys/Greats Rooms</td>
<td>Nicole Lomas, Nimble Lances Strategies &quot;Nimble Lances Strategies: Business Development &amp; Sales&quot;</td>
</tr>
<tr>
<td>1:30pm - 2:00pm</td>
<td>Agency Table Open</td>
<td>Agency Station Marcopolo/Hotline Rooms</td>
<td>Visit the agency tables for information on how to do business with our exhibitors</td>
</tr>
<tr>
<td>2:00pm - 2:30pm</td>
<td>Educational Sessions</td>
<td>Agacha - Cochise Rooms</td>
<td>&quot;Cooperative Marketing: The New Deal Law&quot; Panel Presentation Mike Crutisha, C.P.P.R. Rick Sadowski, CHPCS Purchasing Andy Galindo, JCPEDP Cheryl Cavalli, C.P.P.R. Lori Sales, Kinnard, Sales, &amp; Teeters Deborah Sandler, MENC Moderator: Dwight Smith, C.P.P.R., TUSD</td>
</tr>
<tr>
<td>3:00pm</td>
<td>Event End</td>
<td>Thanks to everyone for coming and making our event another huge success! See you all again next year!</td>
<td></td>
</tr>
</tbody>
</table>
Lessons Learned…

One of the lessons we have learned over the years in coordinating our RTS is the importance of having a dynamic keynote speaker. This year’s show was no exception. Attendees enjoyed lunch while Nicole Lance, CEO of Lance Strategies delivered her presentation “Switching tracks from Transactional to Relational, Why Leveraging Partnerships Matter” and asked the question: Are you leaving the human-ness out of the workplace?

We learned why cultivating relationships at work is good for business, how to lead with humanity and put people first, why most people focus on mechanical tasks instead of human interactions, and a tip on how to gain strategic advantages by leading with authenticity. https://www.nicolelancestrategies.com/

We have also learned that it is important to thank our attendees for coming to our event. Without our loyal participants, our RTS would not be successful each year. Their support allows us to provide much-needed scholarship funds for our Chapter members for their continuing growth and education.

Our RTS sponsors also play a key role in the success of our show. Our appreciation is shown by acknowledging them in our RTS show guide.

Bank of America
Merrill Lynch

Grainger

Goodmans

Williams & Associates
logooditems.com

SUN&LAND (logodomain.com)

WIST

ProcureNow

Advice we would offer to other Chapters attempting to replicate our RTS would be:

- Have clear job descriptions and roles for the committee Chair and committees.
- Meet regularly and hold the committees accountable.
- Break out tasks into smaller short-term tasks to encourage more volunteerism among Chapter members.
- Thank your RTS committee!