



## **OUTSTANDING CHAPTER PROFESSION DEVELOPMENT**

The Virginia Association of Governmental Purchasing (VAGP), the largest chapter of NIGP, is committed providing continuous professional development to our members. To do this, the VAGP is using both new technologies and well-proven methodology at a reasonable cost to ensure our members have a full range of options and opportunities to grow in their career in public procurement.

The VAGP is dedicated to the professional development of its members. To obtain the maximum range of opportunities for its members, the VAGP has two standing committees that are tasked with achieving this goal; the Professional Development Committee and the Education Committee.

## **EDUCATION COMMITTEE**

The Education Committee's primary purpose is to offer continuing education opportunities presented through the NIGP and other organizations. This includes securing facilities, coordination with the NIGP and its instructors, track attendance at the seminar, and assisting the instructor with hotel and other accommodations. In addition, the Education Committee coordinates with NIGP virtual seminars.

Like many other organizations, the VAGP was forced to suspend its in-person seminars and set up virtual seminars. The following NIGP seminars were offered in 2020:

Feb 24 – 25 – CPPB Prep  
Sept 14 – 15 – Foundations of Strategy & Policy  
Oct 5 – 6 – CPPB Prep  
Oct 13 – 14 – CPPO Prep  
Nov 19 – Sourcing & Contracting Methods  
Dec 8 – Cost, Price & Value Analysis



In addition, the VAGP promotes on its website multiple free seminars from other procurement organizations.

## PROFESSIONAL DEVELOPMENT COMMITTEE

The Professional Development Committee (“Pro-D”) provides low fee educational professional development opportunities. The VAGP has many seminars that were created by the VAGP for its members. The pandemic forced the cancellation of many in-person events that were presented by the VAGP. This included the Spring and Fall Conferences as well as VAGP produced seminars.

These courses created by VAGP include:

- Competitive Sealed Bids Vs Competitive Negotiation
- Ethics in Procurement
- How to Award to the Best Vendor
- Planning and Conducting Successful Meetings
- Public Purchasing Basics
- Purchasing Management and the Relentless Pursuit of Excellence
- Ten Characteristics of Effective Management
- Time and Materials Contracts
- Virginia Public Procurement Act
- Virginia Public Procurement Act – Case Law
- Developing a Basic Understanding of Construction and How to Reduce Risks for Your Municipality
- Information Technology Procurements
- Insurance and Bonds
- Understand the PPI/CPI
- Quantitative Measures in Procurement – Measuring Performance in a Procurement Office
- Writing Specifications



Unfortunately, COVID restrictions forced the cancellation of much of our proposed schedule. But the Pro-D Committee was able to set up the following virtual classes:

September 18 – Virginia Public Procurement Act with 42 registrations.

October 8 - Time and Materials Pro-D Low with 30 registrations

October 9 - Virginia Public Procurement Act Case Law with 22 registrations.

October 23 -Competitive Sealed Bidding vs. Competitive Negotiations with 17 registrations.

**The September 18 class set a record for most attendees at a VAGP Pro-D seminar!**

To further provide professional development, the VAGP lowered the fees for these seminars.

Although the Education and the Pro-D Committees are dedicated to professional development for the members of the VAGP, it should be noted that professional development is a key priority for all of the members of the Board of Directors and all the committees of the VAGP.

This is evidenced by the Legislative Committee, which produces the VAGP's most popular webinar!

## FREE VAGP CREATED WEBINARS



The Virginia Public Procurement Act (VPPA) is the overarching governing procurement legislation in the Commonwealth of Virginia. Each year, the General Assembly meets proposes changes to the VPPA. Some changes may be minor, some may be major, but all are vitally important to our members. To monitor these changes, the VAGP established the Legislative Committee. The Legislative Committee consists of procurement professionals reflecting the diversity of the agencies that are members of the VAGP. This includes members from Fairfax County (the largest public entity in the state) to small rural towns.

It includes institutions of higher education, K-12, cities, towns and counties, as well as regional agencies.

At the conclusion of the General Assembly session, the Legislative Committee produces a free webinar to our members. This is an exclusive webinar created by the Legislative Committee. This webinar consists of two parts: a brief primer on the legislative process and a detailed explanation of the new laws and changes to existing laws that may affect our members. The webinar is hosted by the Chair of the Legislative Committee (currently Patti Innocenti of Fairfax) and our lobbyist, William Hefty. A Q & A at the conclusion helps clarify any questions may have. This webinar also has provided continuous education credits for our members. The webinar is posted on our website for later viewing. **In 2020, 167 members attended this seminar!** The seminar is available at <https://cityofsuffolk.sharefile.com/d-se19ec0fadefc4f7bacfd0c7d6acc22dc>

## SCHOLARSHIP PROGRAMS

The VAGP has a long history of providing scholarships. Many of the VAGP member agencies experienced reductions in funding in 2020 and the scholarships were able to provide professional development for members whose agencies had their funding reduced. The VAGP offers the following scholarships;

J. Brad Oakley Scholarship – named in honor of deceased VAGP member, is awarded to a VAGP member in a non-management position.

Manager Level Scholarship – awarded to a VAGP member in supervisory position.

Certification Scholarship – offered to VAGP members seeking a CPPB or CPPO certification. The VAGP will reimburse the member for the UPPCC examination fee.



Young Professionals Scholarship – offered to student members currently enrolled in community college or a four-year university.

## **CONCLUSION**

The Virginia Association of Governmental Purchasing has been, and continues to be, a leader in providing professional development to its members. From hosting NIGP seminars, holding well attended Spring and Fall conferences, developing its own curriculum, and promoting opportunities with other purchasing organizations, the VAGP has always strived to be source of opportunities for professional development for its members. And as new technologies and methods of delivery are created, the VAGP will take advantage of them to continue its mission.