

NEWSLETTER

FALL EDITION

WASHINGTON 



Official Chapter

NIGP

**OCTOBER
2022**

"Success is no accident. It is hard work, perseverance, learning, studying, sacrifice and most of all, love of what you are doing or learning to do."

– Pele

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ABOUT THE WASHINGTON STATE CHAPTER OF NIGP

In 2003, Washington State formed its own affiliate chapter of the National Institute of Governmental Purchasing (NIGP) and now has a membership representing public agencies from across the state including cities, counties, state agencies, higher educational institutions, public school districts, transit authorities, ports, and other special districts.

WA-NIGP is dedicated to advancing the professional goals of its members and other individuals who may be seeking a career in public procurement, thereby increasing their competency, enhancing their career opportunities, and improving the quality of their professional life.

We provide our members with education and training, professional networking, and preparation for certification through NIGP which is nationally and internationally recognized. Many classes are offered at a discounted rate for chapter members.

Even though you or your agency may already be a member of the national organization, chapter membership is separate from national membership. NIGP's network of affiliate chapters provides a gathering place for education, networking and problem solving at the local and regional levels.



PRESIDENT'S MESSAGE

As the leaves begin changing color and we settle into the rhythms that fall always brings, our focus shifts to routines, planning, and fall activities!

Your WA-NIGP board and the various committees were busy all summer! You'll see snapshots of their activities in the October newsletter – from updates to the scholarship process to a new emerging professionals' group!

Forum was a great success! We had a record attendance at Forum in August with 87 in-person and virtual attendees! We also received three awards for our work in 2021 – two membership awards and the chapter earned the Silver Seal designation – more in the newsletter about each of these awards! This is a testament to the hard work of each board and committee member! Our Lunch and Learn team hosted a Forum Focus and Flashback session. We were pleased to have some folks from NIGP Forum planning team as well as our NIGP Talent and Member Councils attend that Lunch and Learn! If you missed it, contact a Lunch and Learn team member so we can send you the recording!

We are beginning the process of replacing our existing website. Our current website has been having a lot of challenges lately. We've been experiencing consistent issues sending emails to members, having a smooth registration process, and getting updates made to the various pages. If you have not been receiving emails from WA-NIGP (I am one of those people), please try to check out our website for the latest news and class/event registrations or sign up for the WA-NIGP google group. NIGP is providing us with a new website platform and a team of volunteers are working hard to get a new website up and running by the end of the year.

Coming up this Fall, be sure to mark your calendars for our Education Sessions: Communications Strategies on October 13 and Sourcing and Contracting Methods on November 15, the Fall Conference on October 19 and another Lunch and Learn on November 2 – all virtual. MRSC has launched their Digging into Public Works landing page and are rolling out Public Works training around the state – you can learn more about these great resources in the Fall Newsletter or at the MRSC website.

Also upcoming is our call for Honors and Awards – that time of year you can recognize a procurement manager or procurement professional for their work in 2022 and our annual nominations for WA-NIGP Board positions. Please begin thinking of those you want to recognize for Procurement Manager of the Year and Procurement Professional of the Year.

We'd also love for you to consider running for office or volunteering on a committee. We rely on each of you as members to continue to invest in the success of our chapter as we strive to provide the tools you need to be successful in today's fast paced environment. The more volunteers we have, the easier the workload for everyone and the better value we can provide!

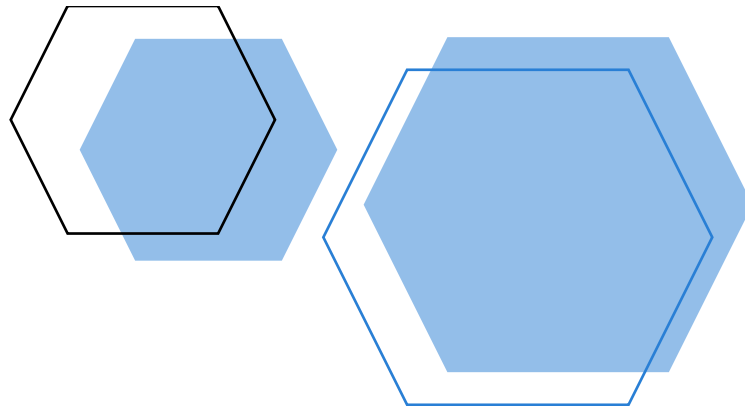
Fall also brings the Thanksgiving holiday and the kickoff to the holiday season. As you begin planning your activities this Thanksgiving season, pause and take a few moments to recognize the blessings around you. Even if this is a time tinged with sadness or other struggle, research shows that being grateful can actually lift your spirits. A Harvard Health publication entitled *Giving Thanks Can Make You Happier* states "gratitude is strongly and consistently associated with happiness. Gratitude helps people feel more positive emotions, relish good experiences, improve their health, deal with adversity, and build strong relationships."

So, on that note, I am so thankful for the support, investment of time, and passion each of you bring to our chapter – we each benefit from your great ideas, heart, and passion for procurement and the procurement community! You have truly helped each other through the ups and downs, and I feel blessed to be part of such a great community!

Maija Lampinen, CPPB, NIGP-CPP
Washington State Chapter President

“Gratitude is one of the sweet shortcuts to finding peace of mind and happiness inside. No matter what is going on outside of us, there’s always something we could be grateful for.”

– Barry Neil Kaufman



GINNY JUSTINIANO

MEMBER SPOTLIGHT!

Title: Lead Contract Specialist

Organization: King County

What year did you join the WA State Chapter? 2006.

What Chapter committees/workgroups are you currently involved in? If none, which are you most interested in and why? Emerging Professionals and the Website Replacement Team. My past roles with the local Chapter were Vice-President, Chair of Scholarship Committee, Chair of Honors and Awards Committee, 2013-2018. For National NIGP, I was past Chair for Chapter Ambassador program representing Area 8, Member and Liaison Representative for Member Council, 2015-2019.

How long have you worked in the procurement profession? Since March 2004.

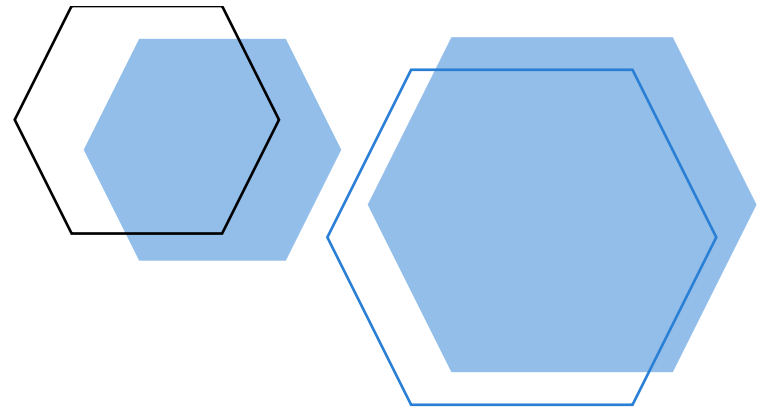
What is the most interesting, unusual, or challenging purchase in which you have been involved? During the height of Covid, I was the main point of contact for all PPE requests for the whole County in coordination with KC Emergency Management. One of the most interesting purchases I encountered was to engage a local distillery to make hand sanitizers in gallon containers for our front liners. We also identified a Supplier from Korea to purchase sanitizing wipes, masks etc. There were lots of other instances of thinking outside the boxes and creativity in sourcing was the most fun part of the challenge during these precedent times.

What professional certifications do you hold? CPPB.

What is your number one goal (career or personal)? To be able to travel the world with my husband before we retire and to stay as healthy as possible in order to enjoy traveling.

What is your favorite hobby? Hiking and taking Barre classes at least 3x a week.

Share a little-known fact about yourself. I literally grew up inside a Radio Station from age 4-14 before immigrating to the United States.



CAMI FLAKE

MEMBER SPOTLIGHT!

Title: Contract Specialist Assistant

Organization: King County

What year did you join the WA State Chapter? 2010.

What Chapter committees/workgroups are you currently involved in?
If none, which are you most interested in and why? None – Probably Entertainment since I tend to be somewhat of a “social butterfly” 😊

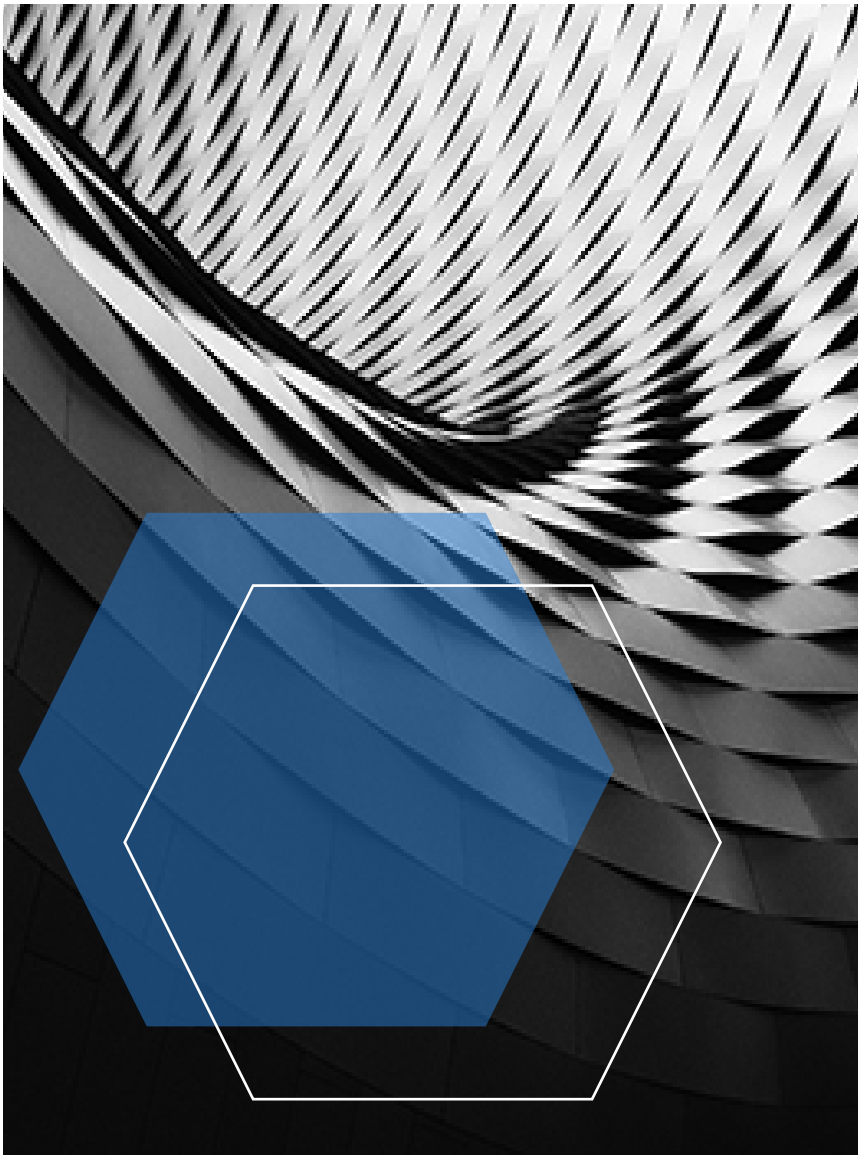
How long have you worked in the procurement profession? 14 years.

What professional certifications do you hold? None.

What is your number one goal (career or personal)? Happily retire.

What is your favorite hobby? Boating and street rodding.





ABOUT THE MEMBER SPOTLIGHT

MEMBER RECOGNITION!

Each Newsletter Issue, at least two active WA-NIGP members will be recognized through our new Member Spotlight segment.

The goal is to boost member engagement through members having the opportunity to get to know each other.

You might be asking yourself; how do these members get selected? Members are selected at random using the website, [Wheel of Names](#). An active member report is exported and dropped into the Wheel of Names and then the wheel is spun!

Selected members are sent a pre-established list of questions to respond to. The list of questions will be updated periodically (cadence undetermined).

If you have ideas or want to provide questions for the selected members to respond to, please contact Regan Givens at regan.givens@wahbexchange.org.

NEW MEMBERS

WELCOME!

Membership offers substantial benefits, both professional and personal. Our meetings, seminars and educational events can enhance your knowledge of our profession and promote the exchange of ideas and issues through networking opportunities with your colleagues.

Membership also brings opportunities to develop your personal leadership skills through volunteer efforts on committees, and as part of our governance team.

New members – August-September 2022:

| LAST NAME | FIRST NAME | EMPLOYER | TITLE |
|-----------|------------|------------------------------------|------------------------|
| Foley | Ellen | Washington Health Benefit Exchange | Contracts Specialist |
| Gilliam | Jesse | City of Seattle | Senior Policy Advisor |
| Ofstedal | Anaka | King County | Contracts Specialist I |
| Versdahl | Matthew | Shoreline Community College | Faculty |

EDUCATIONAL OPPORTUNITIES

NIGP BOOTCAMP

The NIGP Public Procurement Associate Designation Bootcamp is a 3-week blended course consisting of on-demand courses and live instructor sessions. The offering is a great way for someone new to public procurement needing to get an in-depth onboarding to the public procurement industry. Topics covered in the designation include everything from: the strategic function of public procurement within the entity, public procurement legislation and regulations, ethical considerations, and potential issues, developing procurement plans, cost and price analysis, requirements planning, source selection, managing end user relationships, negotiations, and the contract award process.

For more information and to register, visit: <https://www.nigp.org/course/605f3527-7a28-4885-a8d9-97284db78211>

CONFERENCES

- **WA-NIGP Fall Conference**

Location and Date: Virtual on October 19th

We have a great lineup of presentations for you and opportunities to discuss hot topics with your fellow procurement professionals!

Presentations will include a representative from the State Auditor's Office, Jason Siems, Department of Enterprise Services Risk Management and Elena McGrew, Department of Enterprise Services Procurement Manager.

We look forward to seeing you and, who knows, you may even win a prize!

CLASSES & WEBINARS

Looking for additional educational opportunities? Explore the websites below for upcoming classes!

- American Public Works Association (APWA): <http://washington.apwa.net/EventDetails/29960>
- WA-NIGP: www.wanipg.org
 - November 15, 2022 – Competency Module: Sourcing & Contracting Methods
 - First Wednesday of every month – Lunch and Learn sessions
- NIGP: <https://www.nigp.org/learning/all-courses>
- NIGP Webinars: <https://www.nigp.org/learning/all-courses/webinars>
- Columbia Chapter of NIGP: <http://columbiachapternigp.org/pro-d/>
- Oregon Public Purchasing Association: <https://www.oppaweb.org/index.cfm>
- Idaho Public Purchasing Association: <https://nigp-idaho.org/content.php?page=Training>
- Institute for Supply management: <https://www.ismww.org/>
- Municipal Research and Services Center: <https://mrsc.org/Home/Training.aspx>



CHAPTER AWARDS 2022

Each year the NIGP evaluates the activities of the 77 chapters and issues awards during Forum in various categories. This year, Washington State received three awards!

CONGRATULATIONS TO THE 2021 MEMBERSHIP COMMITTEE! 3RD PLACE IN NIGP PERCENTAGE OF CHAPTER MEMBERSHIP GROWTH!

The Washington State Chapter received 3rd place in the NIGP Percentage of Chapter Membership Growth Award in 2021– out of 77 chapters! Washington state chapter achieved a 20% increase in membership. The first-place winner achieved a 24% growth, so we were not far behind! I know in the moment, the meetings, planning, time spent sending emails and reaching out to expired and potential new members doesn't always feel like we are getting results, but this certificate is proof that your hard work paid off! This is a tremendous achievement!

1ST PLACE IN DUAL MEMBERSHIP CATEGORY FOR LARGE CHAPTERS

The Washington Chapter also received first place among the large chapters (200-350 members) for the highest percentage of NIGP members (dual membership) with an 84% dual member. Kudos to each one of you for recognizing the incredible benefits of being a dual member to you personally and professionally!

CHAPTER PERFORMANCE STANDARDS SEAL AWARD



Washington State achieved the Silver Seal for its activities in 2021! Congratulations to each of our committees for their work in 2021 allow our chapter to achieve this prestigious seal! It truly takes the efforts of each board member, committee chair and committee member to get us to this level!

What is a Chapter Performance Standard Seal you ask? NIGP believes in the importance of recognizing outstanding chapters who perform and engage with their communities at a high level. The seal is an opportunity to showcase the chapter's professionalism and development opportunities.

To this effort, NIGP has developed a standard in which chapters can strive to follow and advance the opportunities offered to their members. Once a chapter successfully meets the standard, a digital seal is issued which the chapter can prominently display to their membership on their website and social media outlets.

Chapters are asked to voluntarily answer 57 questions in the following four categories for activity in the previous year.

1. Chapter Operations
2. Membership
3. Advocacy & Outreach
4. Professional development

Applications are scored and seals are awarded in four tiers: Bronze, Silver, Gold & Platinum.

This is the first time the chapter has completed the application and to be able to compete at the Silver Level is a real testament to our volunteer's passion, commitment, and investment of time. The application also gives the chapter a roadmap to ensuring our activities and strategic plan are in alignment with the standards set by the institute.

CERTIFICATE OF ACHIEVEMENT

**NIGP: The Institute for Public Procurement
Percentage of Chapter Membership Growth Award**

Presented to the

WASHINGTON STATE CHAPTER OF NIGP

Whereby your Chapter achieved a 20% increase of membership in 2021.


NIGP-CPP, CPPD, CPPB, FCIPS

Rick Grimm, NIGP-CPP, CPPD, CPPB, FCIPS
NIGP Chief Executive Officer



Issued: August 23, 2022

CERTIFICATE OF ACHIEVEMENT

**NIGP: The Institute for Public Procurement
Highest Percentage of NIGP Members Award**

Presented to the

WASHINGTON STATE CHAPTER OF NIGP

Whereby 84% of your chapter members also hold a NIGP membership


NIGP-CPP, CPPD, CPPB, FCIPS

Rick Grimm, NIGP-CPP, CPPD, CPPB, FCIPS
NIGP Chief Executive Officer



Issued: August 23, 2022

2022 Chapter Performance Standard Seals



Platinum

Central Florida Chapter
Copper Chapter
Maryland Public Purchasing Association
Utah Chapter

Gold

Arizona State Capitol Chapter
Columbia Chapter
Rocky Mountain Governmental Purchasing Association
South Carolina Association of Governmental Purchasing Officials
Tampa Bay Area Chapter
Virginia Association of Governmental Procurement



Silver

Central Ohio Organization of Public Purchasers
Delaware Public Purchasing Association
East Tennessee Purchasing Association
Idaho Public Purchasing Association
Illinois Association of Public Procurement Officials
Iowa Public Procurement Association
Minnesota Chapter
Missouri Association of Public Purchasing
New York State Association of Municipal Purchasing Officials
Oregon Public Purchasing Association
Tennessee Association of Public Purchasing
Washington State Chapter



Bronze

Louisiana Chapter
Public Purchasers Association of Northern Ohio
Southeast Florida Chapter
Southeast Texas Association of Public Purchasing
Texas Association of Public Purchasers



2022 Outstanding Chapter Awards

Outstanding Chapter Operations

Minnesota Chapter of NIGP



Official Chapter of NIGP

Outstanding

Chapter Membership

Delaware Public
Purchasing Association

Outstanding Chapter Advocacy and Outreach

East Tennessee Purchasing Association



Outstanding Chapter Professional Development

Virginia Association
of Governmental
Procurement





IMPORTANT NOTICE!

We are having some issues with our Chapter Manager software that sends out many of our chapter email communications and many members are not receiving the WA-NIGP information messages that are issued.

To help mitigate these ongoing challenges, we hope you will join the free WA-NIGP Google group email that includes 121 WA State Chapter members and non-members. This WA-NIGP email group is an informal place for Public Procurement Professionals from around Washington to ask questions and share documents and experiences related to procurement and is only open to Government Public Procurement Professionals. It is a great way to get help from your peers and do a little online networking. If you are interested in being added to this local Procurement resource, please follow instructions below.

Sign-up Instructions:

1. Create a Google work acct by signing into Google and use your work email address (make sure your personal gmail account is NOT signed into the Chrome window) at:
<https://accounts.google.com/signup/v2/webcreateaccount?flowName=GlifWebSignIn&flowEntry=SignUp&nogm=true>
 - a. Work emails are required because this group is a cooperative of public purchasing professionals for WA agencies.
2. Make sure you add wanigp@googlegroups.com as a safe sender so the emails won't get hung up.
3. Once set up, go back into your regular work email and send an email to Stacy Hupp, Magan Waltari, and Ginny Justiniano (stacy.hupp@commtrans.org; maganw@ridewta.com; gjustiniano@kingcounty.gov) requesting to be added to WA-NIGP group.
4. One of us will add you to the group and send you a message that you have been added. Please let us know if you received the message.



From left to right, row 1 – Stacy Hupp, Maija Lampinen, Ginny Justiniano, Susan Knotts; row 2 – Anna Vogel

4TH ANNUAL MARINER GAME EVENT!

Our 4th Annual WA-NIGP Chapter Member Mariners game outing was on Saturday, September 10 @ 6:10pm vs. the Atlanta Braves. Traveling from the north to the stadium was an adventure for Ginny, Maija, and Stacy. They headed off early toward the Northgate Link (light rail) Station and struggled finding parking. They found out why once they saw the sea of purple, blue, and green spirit wear trying to get on the Link. There were three big Seattle games going on the same day, Mariner, Sounders, and a UW football game. Luckily, they had their commuter expert Ginny Justiniano, to be the leader down to the stadium. To add to the adventure, there was a fire in Snohomish County with ashes falling and very poor air quality. So, arriving in King County with reduced smoke and improved air quality was a huge relief.

Once at the stadium they received a Dan Wilson bobblehead and began investigating all the concession options. With treats in hand, they found their seats with the six-chapter members and three guests. It was a fun game watching the Mariners beat the Braves 3-1 and catching up with new and old friends. Here are some pictures of the fun event. Can you guess who our selfie expert is?

Special thanks to the Event Chair, Chris Martinez, for planning the event!



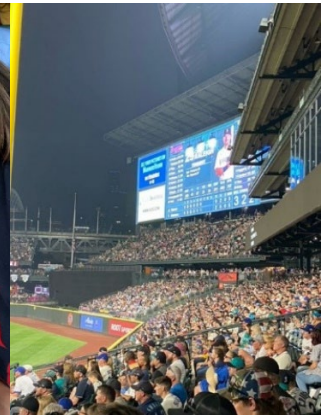
*Maija Lampinen,
Ginny Justiniano,
and Stacy Hupp*



*Ginny Justiniano and
Teresa Davis*



*Susan Knotts and
Ginny Justiniano*



T-Mobile Park



*Front row from left to right: Victor Leamer, Brenda McClarty, Stacy Hupp, Maija Lampinen, Anna Vogel, Cheri Estrada, and Lori Adams.
Back row: Magan Waltari, Rhonda Wahlgren, and Jeff Peterson*

FORUM 2022

BOSTON, MASSACHUSETTS!

The Washington Chapter had 87 members attend NIGP Forum 2022 with 32 in person and 55 virtually. It was a record attendance for our Chapter. It was amazing for Chapter members to meet in person and spend time together in Boston. It was also a record-breaking year for NIGP too with about 1800 in person and another 1000 virtually, with 365 of those being first-time Forum attendees.

There were many announcements at Forum, but we started off Forum hearing details about NIGP's new three-pronged plan to: 1) establish academic relationships to advance the study of public procurement, 2) provide life-long learning through certification programs such as Pathways, and 3) expand chapter affiliate partnerships with the creation of individualized websites for each NIGP chapter.

Each day we started the day with inspirational plenaries and closed Forum with our final motivational speaker. We had multiple classes to select from every day from the following categories: Construction, Cooperatives, Cornerstones of Procurement, Leadership, Networking, Technology & Innovation, and Workshops. We enjoyed vendors again with this year's products Expo featuring the latest and greatest products and services available to state and local governments! As a side note: remember in 2020 when we struggled finding hand sanitizer?

Many vendors had plenty of hand sanitizer as their promotional gifts and encouraging everyone to take many. Then we had scheduled social events a few nights and other nights we headed off on our own to experience Boston.

We were excited to celebrate our three members that were recognized at the Forum for receiving their NIGP-CPP Certification: Anna Vogel, Cheri Estrada, and Lori Adams. (See pictures). Our Chapter received a 2022 Chapter Performance Silver Seal. I was honored to be recognized as one of three finalists for the Manager of the Year award. It was also fun watching WA-NIGP members teaching multiple classes (i.e., Cheral Manke, Elena McGrew, and Victor Leamer) and our Forum volunteers (i.e., Maija Lampinen, Magan Waltari, Brenda McClarty, etc.).

The most rewarding aspect of the Boston Forum 2022 experience for me was that colleagues were able to connect with each other after a three-year hiatus. Here are some quotes from Chapter attendees:

- Public Procurement Professionals are the Best. It is like a community helping each other.
- Love the networking and relationships you build attending in person.
- I feel motivated and inspired by the Plenary sessions and the instructors.
- This experience was worth the cost. I learned a lot and made many new contacts.
- Amazing how supportive the Procurement community is with each other.
- I loved hearing how others are addressing challenges we are all experiencing.
- Great hearing more about best practices and having documents & templates shared with me.
- Forum and Boston were amazing. I wish I could go every year!
- I am going to ask my agency to budget for Forum 2023 in Louisville, Kentucky August 19-23.

In reflection of this event, I am reminded of a quote from Denise Schneider, the recipient of the Prestigious NIGP Leadership award. In her acceptance speech she said, "Stay passionate about your profession, support each other, and don't be afraid to think outside of the box. You all make a difference." Her words were meaningful to me. We do make a difference at our agencies. We are a Chapter of passionate procurement professionals that supports and cares about each other. It is my hope that if you haven't been to Forum yet, that you can become a 2023 Forum first timer in Louisville, Kentucky August 19-23. I am confident this outstanding event and training will ignite your procurement passion. Here are some pictures of Forum 2022 and a few sites of Boston.

See photos on the next two pages!

Stacy Hupp, CPPB
Community Transit



Minh Dang, Brenda Guske, Tammy Harn, Rhonda Wahlgren, Anna Vogel, Maija Lampinen, and Stacy Hupp



Tammy Harn, Minh Dang, Brenda Guske, Stacy Hupp, Anna Vogel, Rhonda Wahlgren, and Maija Lampinen



Cheral Manke, DES



On the left: Alex Compton, Port of Tacoma



Lori Adams, Tacoma School District



Anna Vogel, City of Vancouver



Cheri Estrada, Tacoma School District



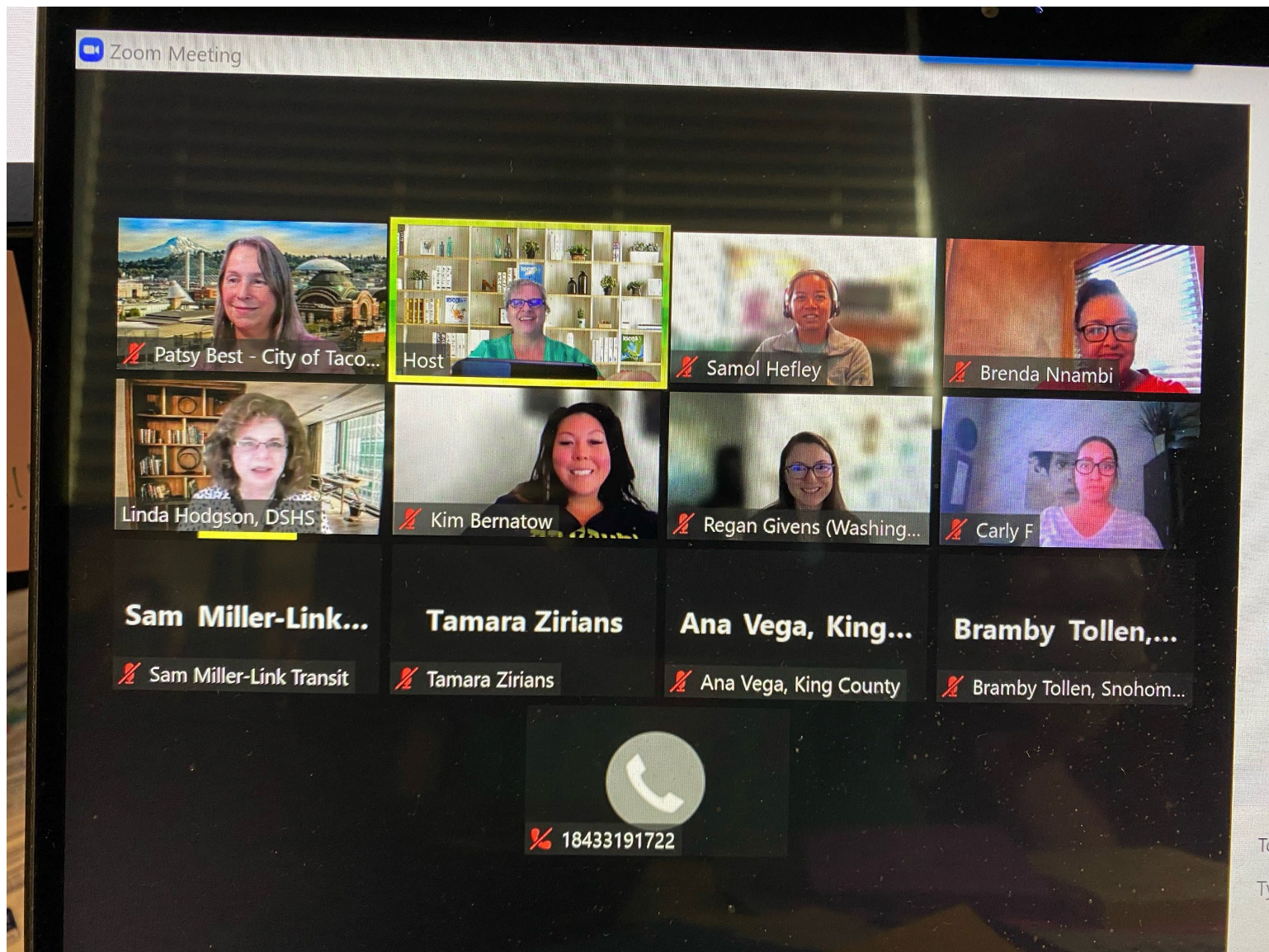
Jerry Clardy, Port of Tacoma



Victor Leamer, Spokane County



Lori Adams & Cheri Estrada, Tacoma School District



Virtual Attendees

Top row: Patsy Best (City of Tacoma), Rena Jackson (King County), Samol Hefley (King County), Brenda Nnambi (Sound Transit)
Middle row: Linda Hodgson (DSHS), Kim Bernatow (King County), Regan Givens (WA Health Benefit Exchange), Carly Fowler (City of Tacoma)
Bottom row: Sam Miller (Link Transit), Tamara Zirians (Snohomish County PUD), Ana Vega (King County), Bramby Tollen (Snohomish County)



FORUM 2022 REPORT OUT

MEET OUR FIVE FORUM 2022 WA-NIGP SCHOLARSHIP RECIPIENTS!

In April of 2022, the Scholarship Committee offered members an opportunity to win up to five scholarships to Forum 2022. We awarded one in-person scholarship to Forum in Boston and four virtual scholarships. Our scholarship winners shared a little about their Forum experience by answering the below questions.

Anna Vogel, City of Vancouver Procurement Manager (In-Person scholarship)



1. **What were your expectations of Forum, and how did your experience compare to your expectations?** I knew Forum would be a great networking and learning event but other than that I didn't really have any expectations. My expectations were definitely met and exceeded. Forum isn't just a great networking and learning event it is so much more. It's idea sharing and hearing from others lessons learned in real time. It's the interaction that makes Forum such a great place to learn and grow.
2. **What was positive of Forum (virtual or in person)?** The networking and idea sharing.
3. **What could have made Forum better (virtual or in person)?** Having additional networking sessions broken out by area of expertise, not just agency type.
4. **What are your Forum Takeaways (2-3)?** Networking and making connections is just as important, if not more so, then the educational offerings. Sometimes you learn just as much hearing about people's lives and stories as you do sitting in a class about a procurement topic.
5. **Tell us about those interesting practical things you learned and plan to recommend at your agency or use in your position.** I learned several new performance indicators that will help my agency track meaningful data instead of just numbers.
6. **If you could make one recommendation to people considering attending Forum in future years, what would it be? Do it!** There is so much networking and learning and connections made at Forum, it's worth the time away from the office and the stack of emails you come back to. You will not regret it and you will come back full of ideas and recharged about Procurement.

Chris Martinez, Port of Olympia, Contract and Grant Administrator (Virtual)



1. **What were your expectations of Forum, and how did your experience compare to your expectations?** This was the first big conference I did 100% online. Though I really appreciated the interaction and the information provided I would have rather been there in order to get more out of the networking opportunities and be a part of all the side conversations that take place at these types of events. I learn just as much from the sidebar discussions as I do from the presenters.
2. **What was positive of Forum (virtual or in person)?** I appreciated that I was not kept in a waiting room for all the events to begin and that they began on time. Additionally, I appreciated that my time was respected and that questions were asked from those that attended virtually.
3. **What could have made Forum better?** It would have been nice to have an open spot or two for discussions that came from the presenters. Kind of like a follow up presentation to questions that may have arisen, but the speaker couldn't get to.

4. **What are your Forum Takeaways?** Procurement is a tight knit group; the profession is always changing.
5. **Tell us about those interesting practical things you learned and plan to recommend at your agency or use in your position.** I learned a lot more about bonding and the importance of it as well as the different types and the risk involved.
6. **If you could make one recommendation to people considering attending Forum in future years, what would it be?** It's a great experience!

Kristin Bruington, Community Transit, Procurement SBE/DBE Specialist (Virtual)



1. **What were your expectations of Forum, and how did your experience compare to your expectations?** I attended Forum last year for the first time and enjoyed the experience, so I expected this year to be the same. Unfortunately, this year wasn't as successful in my opinion, at least for virtual attendees. It was still a great Forum, but I didn't feel it ran as smoothly for virtual attendees as it did last year.
2. **What was positive of Forum (virtual or in person)?** There were some excellent classes with great speakers. I also really enjoyed the wide variety of topics/classes offered.
3. **What could have made Forum better?** Give speakers in the audience a microphone so that people listening virtually can hear better. Also, more livestream classes as opposed to pre-recorded ones.

4. **What are your Forum Takeaways?** I got some very useful tips for eliminating bias in evaluations that I hope to use at my agency. I also gained some valuable lessons about using professional judgment that I hope will help in my current position.
5. **Tell us about those interesting practical things you learned and plan to recommend at your agency or use in your position.** I learned some additional tips about IFB's that I didn't already know and plan to look over our current boilerplate to make sure we are asking the right questions and covering all the criteria we need. I also might be able to improve our evaluation process at least for the evaluators. Make it more user friendly and help them to feel more prepared going into the evaluation.
6. **If you could make one recommendation to people considering attending Forum in future years, what would it be?** I recommend they ask their agency if they can attend. You will most definitely learn SOMETHING at Forum and hopefully be motivated to keep growing as a Procurement professional.

Michelle O'Donnell, Community Transit, Procurement SBE/DBE Specialist (Virtual)



1. **What were your expectations of Forum, and how did your experience compare to your expectations?** I had no expectations, so it exceeded anything I had anticipated.
2. **What was positive of Forum (virtual or in person)?** Virtual – able to watch pre-recorded items at leisure
3. **What could have made Forum better?** Handouts/slide decks uploaded and available on all talks.
4. **What are your Forum Takeaways (2-3)?** There was a lot of information!
5. **Tell us about those interesting practical things you learned and plan to recommend at your agency or use in your position.** I'm still so new to Procurement (1 yr) that I still don't know what I don't know. I found the soft skills sessions informative and interesting. Remembering that everyone has a different way of connecting and processing and to be cognizant of supporting each individual in the way that they need and respond to.
6. **If you could make one recommendation to people considering attending Forum in future years, what would it be? Do it!** There is sooooo much information and even if it just refreshes your current knowledge, you come away renewed and re-invigorated. The true sense of community alone is worth it.

Shawna Gilleland, Western WA University, Technology Buyer (Virtual)



1. **What were your expectations of Forum, and how did your experience compare to your expectations?**
I was expecting to learn more around what others are encountering for issues (and how they are tackling problems) regarding supply chain issues and the prominence of software requests. With my focus on technology, both hardware and software, I was hoping to gain some insight into what others outside of higher ed are doing.

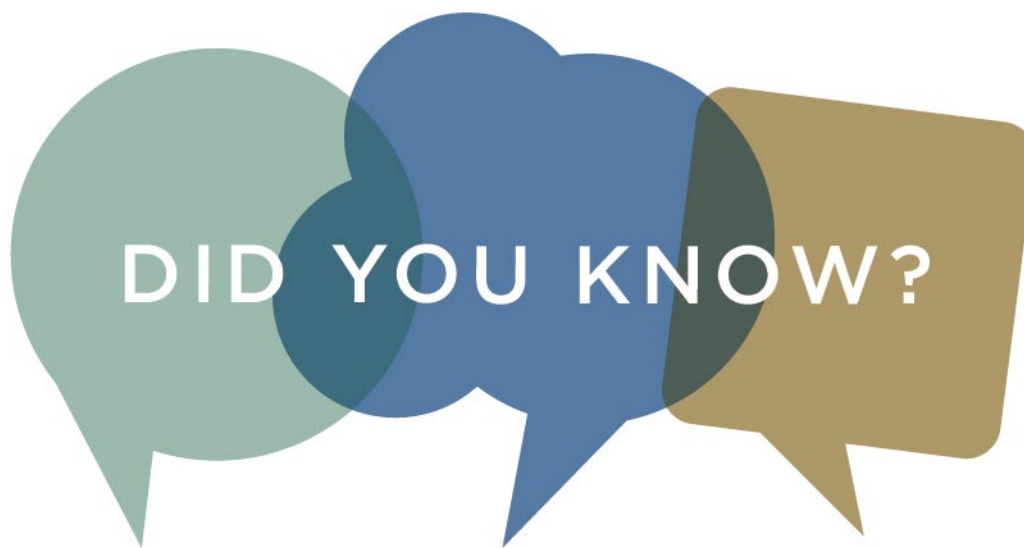
As I attended virtually, I knew that I would be missing some of those in-person things, but overall, the experience held true to my expectations. Not only did I find nearly all of the sessions I attended engaging and thought provoking, but I walked away with a fair few ideas and options to research. Of particular standout, to me, was both the breakout sessions for networking (it was great to talk to the subset specifically in higher ed), and Nathan Dawson.

2. **What was positive of Forum?** A positive for me was that I did not have to schedule out additional time away from my job and home but was still able to participate in the Q&A as well as attend a great number of sessions that were very important to my job. As well, most of the presenters were very participation-focused, which helped make things relevant to more people.
3. **What could have made Forum better?** They did a great job, overall, of making sure that the virtual attendees were included, but not all presenters were as conscientious of the fact that without the mic none of us virtually could hear. I would recommend a proper overview/introduction to proceedings to the presenters prior to Forum start, and making sure there were enough people able to assist with moving the mic around the room and re-stating questions if the mic wasn't available, before answering.
4. **What are your Forum Takeaways (2-3)?** My forum takeaways are:
 - How much more information gathering we need to do to present back what others are doing around Small/Women/Minority Business outreach, and how much additional personnel and networking we need to do, in order to get our program off the ground

further. It was great to hear what others are doing, how long it has taken them, and some of the hurdles they overcame – it helps to influence how we can adjust our program, being such a small team and not having dedicated resources.

- Having context on Evaluations for sourcing events, and how people are both scoring and removing information to make sure they are doing their best to remove biases was exceptionally helpful. We've just rolled out a new sourcing module to assist us with standardizing, but we're still grappling with a few questions/issues and how to solve some of those same hurdles that others are currently facing and overcoming.
- The Cybersecurity session with Nathan Dawson was absolutely fascinating and helpful to me and my current role, as again, being a small team, it's really just me and what our info security office of 2 people are doing that are on the front lines of keeping our university protected. It helped to better inform me on what things I can and should be looking at adding into language on contracts, as well to the new process I'm developing around software requests.

5. Tell us about those interesting practical things you learned and plan to recommend at your agency or use in your position. There are too many recommendations for me to outline them all... I'm still trying to distill down what I learned into our application on campus directly, but what comes to mind is additional information that we can directly look for in the new software request process I'm implementing. As well, I'm going to be sharing my learnings/etc. from Evaluations and Scoring of sourcing events, because that is a focus on our group at this time. The focus on local, small, minority, and women owned businesses is a huge focus from the higher-ups, so the learnings from what we can implement to assist in outreach and bringing up spend in that area will greatly help our team move forward.



RESOURCES

NIGP NSITE COMMUNITIES

Looking for advice or opinions from your colleagues? NIGP's NSITE Communities allow you to participate in discussions and share resources with other members. To participate, visit: <https://nsite.nigp.org/home>.

NIGP DOCUMENT LIBRARY

Looking for a procurement document, but don't want to re-invent the wheel?

Search NIGP's Document Library: <https://www.nigp.org/library>.

CoPROCURE

Find cooperative government Contracts for anything. All in one place, for free.

Visit: <https://www.coprocure.us/>

WASHINGTON ASSOCIATION OF CONTRACT SPECIALISTS (WACS)

The purpose of WACS is to provide a forum for the interchange of ideas and information and to enhance the professionalism of governmental procurement personnel. Membership in WACS is open to any employee of a Washington state agency who is interested in, or whose job duties involve, procurement and contracting. DES manages an email distribution list that members can use to exchange information or seek help from procurement professionals at other agencies. To be added to the email distribution list, please send a request to DESCPAdmins@des.wa.gov.

For more information, visit: <https://www.des.wa.gov/services/contracting-purchasing/groups-committees/washington-association-contract-specialists-wacs>



NEW! WA-NIGP EMERGING PROFESSIONALS PROGRAM

Introducing the new **WA-NIGP Emerging Professionals Program**

What is it? With a focus on the future, this program will work to support the growth and success of public procurement professionals by creating opportunities to build relationships, expand skills, and identify goals for advancing careers.

Seasoned procurement leaders will:

- Create connection space with other procurement professionals across other public entities
- Provide a judgement-free environment to learn, grow, and ask questions
- Support knowledge-sharing, professional development, Pathways, and certification to encourage talent development and career advancement within the procurement community
- Ensure that the information and experience of seasoned professionals is available and successfully shared
- Model and encourage identifying and establishing long-term training/career goals, with a clear path forward
- Raise awareness of WA-NIGP and NIGP national resources, and how to get/stay involved and volunteer

The details...

- Open to all active WA-NIGP Members, with an intended target audience of:
 - Those with five (5) years or less of procurement, contracting, and supply chain experience; or
 - Members looking to grow from a practitioner to a leadership role; or
 - Anyone wanting to grow within their organization but needs mentoring, coaching, and guidance
- Monthly, one-hour, virtual round-table sessions with fun intro activities, in person where feasible with Networking opportunities
- Strategically offered trainings by subject matter experts on both technical and leadership/soft skills

- Ask the Procurement Professional - diverse conversations for each topic (small/medium/large entities)
 - Targeted Focus Areas (Public Works, ITB, RFP, RFQ, IT, etc.)
 - Open Forum, FAQs, lessons learned (from past solicitations, protests, various challenges)
- Goal setting activities – long term/short term, path forward to achieve – what’s needed to get you there?
- Share upcoming class details for awareness (e.g., NIGP, Webinars, MRSC, etc.)
- NIGP leaders to join us for focused conversations (i.e., Pathways, Leaders Edge, Concierge, Radio NIGP)

The why... Most procurement professionals come into our field from a variety of backgrounds, and typically without a clear path forward for learning and growth. There is also a need for practitioners to enhance their soft and other skills to grow in their career and move into leadership. NIGP has a ton of seasoned veterans, great trainings, certifications, and resources that we want to bring to our members in support of their success and growth. The new NIGP Concierge Services helps similarly at the national level. See their new brochure in this newsletter edition as well for more details.

Let us know if you have any questions or ideas, or want to get involved, as we prepare to launch this great new program in the near future! Stay tuned for official kickoff details. Thanks!

WA-NIGP EMERGING PROFESSIONALS COMMITTEE

- Cheral Manke, *Co-Chair* – cheral.manke@des.wa.gov
- Ginny Justiniano, *Co-Chair* – gjustiniano@kingcounty.gov
- Maija Lampinen – maijal@portofeverett.com
- Erin Hamilton – erin.hamilton@wahbexchange.org
- Regan Givens – regan.givens@wahbexchange.org
- Bramby Tollen – Bramby.tollen@snoco.org

Cheral Manke, NIGP-CPP, CPPPO, CPPB

Emerging Professionals Committee Co-Chair



COMMUNITY INVOLVEMENT COMMITTEE

DONATE!

The WA-NIGP Community Involvement Committee has selected [Cocoon House](#) for our 2022 Fall Charitable Giving Campaign. The Cocoon House's mission is to empower young people, families, and the community to break the cycle of homelessness through outreach, housing and prevention through building, innovating, and adapting programs to benefit homeless, at-risk, and disconnected young people in Snohomish County. Their programs work together to address teen homelessness from all angles ensuring the best possible outcomes for young people as they transition into more successful futures.

WA-NIGP Chapter members can help support the Cocoon House by making a one-time financial contribution using their website. Donations of any amount are appreciated and are tax-deductible. To donate visit the Cocoon House website at: [Support Cocoon House \(givebutter.com\)](#)

We appreciate your time and hope you will consider supporting Cocoon House.

Anna Vogel, NIGP-CPP

Community Involvement Committee Chair
Chapter Recording Secretary



LUNCH AND LEARN

EDUCATIONAL – NETWORKING OPPORTUNITY – AND FREE!

We are **RED HOT** with Lunch and Learns! Our Lunch and Learn Committee is busy planning upcoming Lunch and Learns that will provide valuable education on hot topics. In addition to learning, the events offer excellent networking opportunities to connect with procurement professionals at agencies across the state that will energize your own procurement professional batteries. These are hour-long sessions during the lunch hour to make it easier for everyone with busy schedules to grab some knowledge and connect.

In past lunch and learns we have heard from Chapter Ambassadors, learned ways to safeguard against fraud, received guidance on professional certification, enhanced our presentation skills, shared information on transitioning to virtual supplier interaction, and much more.

Bonus!

You earn contact hours towards certification or recertification on these sessions!

Double Bonus!!

The Scholarship Committee has created a raffle for the 2023 Forum. Each time you register and attend a WA-NIGP Lunch and Learn, from September 2022, through March 2023, you will be entered to win up to \$1,000 towards your 2023 Forum Registration (virtual or in-person). Thank you, Stacy!

Calling all potential volunteers

Please consider joining our Lunch and Learn Committee to collaborate on future events. We are a dynamic group from diverse agencies, and you will have fun while working hard to bring relevant topics to our organization. We also welcome any ideas for future sessions and volunteers to present or serve as a subject matter expert panelist.

Contact me at cwahl@spokanecity.org!

Connie Wahl, C.P.M., CPPB
Lunch and Learn Committee Chair



SCHOLARSHIP COMMITTEE

WA-NIGP Scholarships Awarded in September!

The Scholarship Committee is pleased to announce that **100% OF APPLICANTS RECEIVED SCHOLARSHIPS** in September. Our two recipients are new to the Procurement world and are very grateful to have access to additional training opportunities.

1. Samantha Miller, Contract/Procurement Specialist, Link Transit, for the NIGP "Communication Strategies" (virtual) class on October 13, 2022.
2. Michelle O'Day, Procurement Specialist, City of Bellevue, for the NIGP "Sourcing & Contracting Methods" (virtual) class on November 15, 2022.

Current Promotion!

ATTEND WA-NIGP LUNCH & LEARNS TO WIN FORUM REGISTRATION!



Each time you register and attend a WA-NIGP Lunch and Learn, from September 2022, through March 2023, you will be entered to win up to \$1,000 towards your 2023 Forum Registration (virtual or in-person).

The raffle winner must be a Washington and National NIGP member, see additional Scholarship Qualification requirements – [WANIGP Scholarship Program](#).

Stacy Hupp, CPPB
Scholarship Committee Acting Chair

Stacy.Hupp@commtrans.org

2022 Scholarships are still available!

Out of 8 available scholarships offered in September, only two applications were received. If you are interested in more training but already used up your agency training budget for the year, our Chapter still has funding available for additional scholarships in 2022.

Scholarships can be applied for at any time by submitting an [application](#) to scholarship@wanigp.org. The Scholarship Committee will continue to prompt multiple new opportunities each year – **KEEP WATCHING FOR THE NEXT OFFER!**



SPECIAL EVENTS COMMITTEE

PLANNING EVENTS!

- Don't have a lot of time to commit to Chapter activities but you'd still like to help?
- Do you enjoy welcoming people to events?
- Do you like to purchase coffee, snacks, and catering that everyone will enjoy?
- Don't mind putting the event room back in the shape we found it afterwards?
- Would you like to assist behind the scenes at hybrid and virtual events?



If you answered yes to any of the above, then the Events Committee is the perfect Chapter workgroup for you!

We certainly can use your help, in any capacity, to pull off the next WA-NIGP events, like at the upcoming virtual Fall Conference on October 19th, or the Annual Meeting in January!

If you might be interested to join this special workgroup, please contact me for more details.

Linda J. Hodgson, CPPB

Special Events Committee Chair
Chapter Vice President

linda.hodgson@dshs.wa.gov



MEMBERSHIP ENGAGEMENT COMMITTEE

WA-NIGP FORGES NEW RELATIONSHIP WITH
SHORELINE COMMUNITY COLLEGE!

Purchasing and Supply Chain Management is one of Shoreline Community College's 20 professional technical programs. Students of this program are typically adults who are transitioning from other careers or are obtaining education and certification for advancement opportunities.

The program has a committee of advisors that help the college ensure teachings meet the needs of industry and ensure student success. Committee members participate in conversations, attend meetings, communicate with the college about new industry changes or trends, and provide pathways to professional development and employment for students. I am thrilled to represent WA-NIGP as a committee member for the next couple of years.

In addition, WA-NIGP is now offering no-cost, limited memberships to the faculty and students of Shoreline Community (and other colleges) to encourage participation and provide governmental purchasing education and support.

If you have questions about Shoreline's Purchasing or Supply Chain program, faculty/student memberships, or other projects and initiatives underway by our [Membership Engagement Committee](#), please don't hesitate to contact me at members@wanigp.org.

Erin Hamilton, CPPB, NIGP-CPP
Membership Engagement Committee Chair
Chapter Membership Secretary



NOMINATIONS AND ELECTIONS COMMITTEE

[RUN FOR A BOARD POSITION!](#)

Hello everyone! It's that time of year where we get to look at ways to give back to others in public procurement. Is there a better way than spreading our knowledge through leadership to a group of professionals as passionate about our field as you? Certainly not! One of the best ways to do that is by committing to serve with other colleagues as a member of our elected Board. That's right, it's time to start thinking about the 2022 Election Day nominations – a time where we as members have our voices heard regarding the future of our chapter.

Consider running for one of the following elected board positions:

- ✓ President
- ✓ Vice President
- ✓ Membership Secretary
- ✓ Recording Secretary
- ✓ Treasurer

Not sure what to expect? Go to <https://www.wanigp.org/insidepages/filearchive/> and click 'Chapter Documents' > '2022 Board of Directors Job Descriptions – Sep 28, 2022' to review job duties and responsibilities.

Attend Fall Conference to find out more and be on the lookout for emails starting in Mid-October.

Chris Martinez

Nominations and Elections Committee Chair



HONORS AND AWARDS COMMITTEE

NOMINATIONS!

It's time to think about procurement co-workers, colleagues, and managers/supervisors who have made a difference!

The Honors and Awards Committee annually promotes, accepts, and evaluates nominations for the Chapter's *Procurement Professional* and *Procurement Manager of the Year* Awards.

This summer the Committee revised the nomination process to help make it easier on you to nominate your co-workers, colleagues, and managers/supervisors for these prestigious honors.

Here are a few highlights:

- As per the Bylaws, the Awards for the previous year will be presented in January at the Annual Business Meeting.
- Nominations, therefore, will be due in December.
- Criteria and weighting of the nominee evaluations now more closely match NIGP (national).
- And, best of all, Nominators are now encouraged to work with their Nominee so details are easier to collect and submit.

The Committee is also excited to go over the revised process and nomination form in more detail at the Chapter's Fall Conference on October 19th. We also look forward to receiving your nominations in December then celebrating all nominees come January!

Linda J. Hodgson, CPPB

Honors & Awards Committee Chair
Chapter Vice President



FINANCE COMMITTEE

LET'S TALK FINANCES!

Year to date (through August), the Chapter has \$8,305 in revenue:

- \$7,396 for new member registrations and member renewals.
- \$39 for non-member registration for procurement summit.
- \$579 for NIGP rebate for hosting national classes
- \$291 for membership engagement events (pass through)

Year to date, the Chapter has \$10,752 in expenditures:

- \$300 for professional speaker/trainer fees for procurement summit.
- \$350 for training scholarships.
- \$2,771 for forum scholarships.
- \$758 for buyer & manager of year award rollover (from 2021).
- \$169 for special member(s) recognition.
- \$205 for awards for procurement professional & manager of the year.
- \$287 for membership engagement event(s) (pass through)
- \$336 for NIGP Chapter assessments (dues owed to National NIGP).
- \$153 for other miscellaneous (refunds).
- \$202 for office supplies (postage/PO Box).
- \$2,601 for website maintenance – Chapter Manager.
- \$656 for software/programs (Zoom, Survey Monkey, Canva).
- \$1,964 for Board expenses (travel, training, etc.).

To learn more about the Finance Committee:

<https://www.wanigp.org/insidepages/committees/>

To review the 2022 Budget and monthly Treasurer's Report:

1. Visit: <https://www.wanigp.org/insidepages/filearchive/>
2. Select 'Chapter Documents'
3. Select 'Budget and Treasurer's Reports'

Regan Givens, CPPB

Finance Committee Chair
Chapter Treasurer

memberservices

- >> Join / Renew Membership
- >> Review / Update Your Profile
- >> Member Directory
- >> Helpful Web Links
- >> MemberConnect
- >> Documents And Files
- >> Surveys
- >> Newsletters
- >> Board Meeting Minutes
- >> Job Opportunities
- >> Committees / Volunteers
- >> WANIGP Photo Gallery
- >> Scholarship Program



WEBSITE TRANSITION COMMITTEE

UPDATE YOUR MEMBER PROFILE!

As we work on migrating to our new website, it is important that all members update their profile to ensure we are transitioning accurate information.

How to update your member profile:

1. Login to NIGP:
https://www.wanigp.org/secure/members_login/
2. The landing page should be the “profile” page. If not, in the menu options at the top of the page, select “profile”.
3. Alternative approach: From the WA-NIGP Home Page, under member services, select “Review / Update Your Profile”.
4. Make your updates and click save!

Do you enjoy taking WA State nature photos? Soon, be on the lookout for a chance to enter your photo(s) to be on the front page of our new WA-NIGP website!

Regan Givens, CPPB

Website Transition Committee Chair
Chapter Treasurer

3,000

State & Local Agency Members

16,000+

Member Procurement Professionals

70+

Chapters in the U.S. & Canada

NIGP MEMBERSHIP BENEFITS

BECOME A MEMBER OF NIGP NATIONAL!

NIGP (National) membership gives you access to a network of more than 16,000 procurement professionals, opportunities to continue learning and growing in the profession, time-saving resources and templates, and the institutional experience of 3,000 member agencies.

NIGP has been the leading voice of state and local procurement professionals across the United States and Canada for more than 75 years. NIGP's goal is to develop a strong and engaged community of procurement practitioners, to support your professional growth and development, and to empower you with innovative programs.

In addition to NIGP's rich content and leadership programs, you have access to NIGP's future-focused learning and innovative resources that ensure you're equipped with the skillset and information you need to succeed.

All members have access to:

[Workforce Development](#)
[NIGP-CPP Certification](#)
[Free Webinars](#)
[Online Social Communities](#)
[Document Library](#)
[Mentorship](#)
[Networking](#)
[Preferred Pricing](#)
[Pathways Program](#)

[Annual Forum](#)
[Headliner Series](#)
[Publications](#)
[NIGP-CPP Certification Prep/CPPO & CPPB Certification Prep](#)
[Best Practices](#)
[Job Board](#)
[Book Store](#)
[Accreditation](#)

For more information, visit: <https://www.nigp.org/membership/benefits>



NIGP CERTIFIED PROCUREMENT PROFESSIONAL (NIGP-CPP)

1,000 approved NIGP-CPP candidates and counting...
JOIN YOUR COLLEAGUES – STEP UP TO THE NIGP-CPP

WHAT IS THE NIGP-CPP

NIGP's Certified Procurement Professional designation (NIGP-CPP) targets current and aspiring leaders in the public procurement profession. The program offers unique attributes when compared to other procurement-related professional certifications:

- It is the only certification that is anchored in the Public Procurement Competency Framework. The Framework is rooted in research produced by the Volcker Alliance that seeks effective public service through workforce competencies.
- It is the only certification that specifically targets mid to executive level procurement leaders in the public sector.
- It is the only certification that integrates with NIGP's Pathways program featuring competency development within 33 learning modules.
- It is the only competency-based certification built on a modular exam that expands beyond public procurement's technical aspects and assesses the more holistic competencies needed to be successful leader within a public entity, embracing elements of leadership, business principles, and procurement strategy.

And since the NIGP-CPP is integrated within NIGP's Pathways program, the certification program complements NIGP's research program and the constantly expanding learning modules; providing assurances that the NIGP-CPP remains relevant to the competencies you need to be a successful leader in your career – today and into the future.

Finally, the NIGP-CPP is one of several ways a procurement professional can be publicly recognized for the achievement of competencies. The program is offered by NIGP – the leading public procurement association that serves as a trusted advisor to more than 3,000 public agencies and 16,000 public procurement professionals throughout North America.

For more information, visit: <https://www.nigp.org/certification/nigp-cpp>



CPPO AND CPPB SPRING EXAMS

The Universal Public Procurement Certification Council (UPPCC) is an independent entity formed to govern and administer the Certified Public Procurement Officer (CPPO) and Certified Professional Public Buyer (CPPB) certification programs.

The CPPO and CPPB programs are the most highly regarded and well-respected certifications among procurement professionals and their employers in the public sector. To date, the UPPCC has certified well over 14,000 professionals primarily within the US and Canada, but in other nations around the globe.

Spring Exams: May 1-13, 2023

| Exam App Window Opens | Apply By | Apply w/Late Fee By | Schedule Exam By* |
|--------------------------|-------------|------------------------|----------------------|
| Nov 1 | Feb 28 | March 14 | Apr 11 |

The CPPO exam focuses on all competencies needed to demonstrate leadership in the six domain areas, while the CPPB exam focuses on the practice-level knowledge required to be proficient in this important work.

The detailed UPPCC Body of Knowledge & Competency (BoK-C) for each exam is available via the links below:

- ✓ [UPPCC BoK-C: CPPO](#)
- ✓ [UPPCC BoK-C: CPPB](#)

For more information, visit: <https://uppcc.org/>



INTRODUCING NIGP PATHWAYS CONCIERGE

At Your Service.

Customized, complementary professional education services to help guide your career journey.

Similar to WA-NIGP Emerging Professionals, this new national NIGP program helps public procurement professionals and organizations create a customized path forward into the future, while helping them navigate the complexities of NIGP Pathways, and the vast array of training, certificates, badges, and certifications available today. Take a look at the brochure on the next two pages and reach out to Washington's own Cheral Manke at cheral.manke@des.wa.gov to take advantage of this complementary new personalized NIGP service.

Workplace Demands

Today's procurement industry is being buffeted by the winds of a number of national and global trends, problems, and outright disasters, contributing to high-pressure demands across the industry. Being able to adequately respond to supply chain issues, labor shortages, greenhouse gas initiatives, and sustainability regulations requires a stable, motivated, educated staff pool. Employees must be given opportunities to stay current to meet the rising demands of their organizations and profession.

Invest In Learning

While being able to recruit and maintain a strong, consistent workforce is essential to the growth of the industry, so too is teaching new and established procurement professionals the skills they need to wisely dispense trillions of public dollars each year.

Providing crucial training, educational options, and certification opportunities promotes employee satisfaction and organizational excellence and growth. When entities invest in their employees and provide multi-year funding to expand their knowledge, skills, and abilities, they increase the motivation of those employees to stay and grow at their own organizations. Maintaining a skilled workforce benefits not only staff, but also their internal clients, suppliers, elected officials, and taxpayers.

NIGP PATHWAYS CONCIERGE

At Your Service.

If you are interested in exploring NIGP Pathways Concierge, please reach out to Cheral and Todd for an initial discussion.

Cheral Manke, NIGP-CPP, CPPO, CPPB, CPM
Procurement Innovation Manager
Washington State Dept. of Enterprise Services
Contracts & Procurement
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NIGP The Institute for
Public Procurement



NIGP PATHWAYS CONCIERGE

At Your Service.

Customized, complementary
professional education services
to help guide your career journey.

NIGP The Institute for
Public Procurement

Background

Over the years, public procurement has evolved from an administrative role to an indispensable strategic business function. The pandemic in particular has made dramatically apparent the essential role public procurement plays in preserving the public trust by maintaining government operations even in the midst of a global emergency. Since the onset of COVID-19, procurement professionals have made sure that essential government functions remain operational by procuring the supplies necessary to respond to tremendous need across the country while adhering to best value principles.

But, as with most professions, procurement is only as strong as the skill and expertise of its practitioners. Like many industries, procurement is now facing unprecedented staffing and retention challenges. Constant turnover due to retirements and a shrinking workforce is putting pressure on leadership and veteran staff to meet increasing customer needs, manage significant supply chain issues, and avoid the risk of contract expiration gaps. Individual practitioners are under pressure as continual change requires them to upskill and reskill to stay competitive. Studies suggest that one-third of the skills practitioners developed only five years ago are no longer viable and need to be replaced by new skills to meet new demands.



Introducing NIGP Pathways Concierge

Employees come into our profession from an array of backgrounds, commonly without procurement-specific education or training. Yet they are expected to play a public role that demands both in-depth knowledge of detailed policies and procedures and the soft skills necessary to respond to sensitive situations. This creates a need for specific, life-long training, education, and credentialing (e.g. professional certification) that relate to standard staff positions.

In response to these needs, NIGP is now offering customized, complementary individual and organizational professional education concierge services.

For Individual Members

Through NIGP's Pathways Concierge program, experienced procurement and education professionals will talk to members about their career goals, help them identify their best professional path forward, and mentor them along the way using the NIGP Pathways program. Through active listening and thoughtful conversation, our concierge staff will ask procurement professionals about their:

- Current roles, responsibilities, and career aspirations
- Education, certifications, and work and life experience
- Thoughts on how their skills can best contribute to the success of their specific organization

With the information they gather, Pathways concierge professionals can help NIGP members determine the progressive steps required to reach their goals and take advantage of growth opportunities at their organizations and at NIGP. Concierge professionals will teach members how to navigate Pathway's learning paths, offer customized training recommendations, and mentor them as they move forward in their professional journey.

For Public Entity Organizations

NIGP's Pathways Concierge can also help public entities identify the staff skills necessary to ensure their organizations are up to today's challenges and create intentional succession plans for the future. Our concierge professionals can review with organizational leaders their:

- Unique culture
- Current and ongoing organizational challenges
- Vertical and horizontal procurement organizational structures
- Existing and anticipated organizational staffing needs and gaps
- Current vacancies, recruitment activities, and staffing challenges
- Customized roadmap for identifying and implementing staff learning, growth, and promotion opportunities relevant to current and future staff positions
- Strategy for individual career planning and systemic succession planning

Based on this information, Pathways concierge professionals will identify the training gaps that are keeping individual organizations from reaching their full potential and help them fill those gaps. Concierge professionals will explore with organizations how NIGP Pathways can help them address their staffing challenges by personalizing a training, talent development, and retention plan for individual staff and organizations as a whole.





*Linda J. Hodgson & Kathy Peterson
NIGP Mentorship Match*

NIGP'S MENTORSHIP PROGRAM

Did you know that NIGP offers a free Program to either help you enhance your procurement skills (Mentee) or to share your experience with others (Mentor)?

For the last year, I served as a NIGP Mentor to a procurement professional, Kathryn Peterson, with the Florida Department of Corrections. As we both work for the largest agency in our respective states and experience similar types of procurement issues, the match worked out well. We met only twice a month (virtually) for about an hour. Kathy currently manages their purchasing system and is interested to learn about other aspects of procurement too. I used to work in distribution and purchasing, and for the last 8 years, work primarily on service solicitations and contracts (and, of course, contracts training). During our sessions, I enjoyed sharing my stories and she enjoyed listening. Throughout our match, I checked in on the status of her career goals and next steps. Kathy now intends to become an Institute member and to sit for the CPPB certification testing in the Spring!

Anyway, if you have experience to share, please consider becoming a Mentor. If you're new to the profession, please consider becoming a Mentee. Only Mentors are required to have membership with the Institute (NIGP national).

Currently, NIGP has a new 6-month cohort (September to February) where you can actively participate as a mentor or mentee. This will be using NIGP's new system to assist with the matching and offers numerous support materials for the Mentors and Mentees. If you are interested, email mentorship@nigp.org.

Linda J. Hodgson, CPPB
Agency Contracts Training Manager
DSHS' Contracts and Legal Services



PROCUREMENT PARTNER CORNER

MUNICIPAL RESEARCH AND SERVICES CENTER OF WASHINGTON (MRSC)

In partnership with the Washington Procurement Technical Assistance Center (PTAC), MRSC is launching "Digging Into Public Works," an initiative that will connect, educate, and engage local government staff and private contractors in the field of public works.

This new partnership provides the opportunity for WA-NIGP members to receive free public works training! For more information, read more [here](#)!

If you can attend one of the many opportunities we have around the state, I look forward to seeing you there!

| Date | Location | Public Works Staff Training | Local Contractors: Meet the Agencies |
|-------------------------|------------------------------|---|---|
| October 24, 2022 | Spokane (Airway Heights) | Learn more and register | N/A |
| October 25, 2022 | Spokane (Airway Heights) | Meet the BIGS: Doing business with government | |
| October 26, 2022 | North Puget Sound (Lynnwood) | Learn more and register | Learn more and register |
| November 17, 2022 | Tri-Cities (Kennewick) | Learn more and register | Learn more and register |
| February 15 or 16, 2023 | Vancouver (TBD) | Information coming soon | |
| March 16, 2023 | Thurston/Pierce County (TBD) | Information coming soon | |
| April 19 or 20, 2023 | Whatcom/Skagit County (TBD) | Information coming soon | |
| May 17 or 18, 2023 | Clallam County (TBD) | Information coming soon | |

Questions? Contact:

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Phone: (206) 625-1300 ext. 143



NATIONAL COOPERATIVE PROCUREMENT PARTNERS (NCPP)

THE PROFESSIONAL ASSOCIATION FOR COOPERATIVE PROCUREMENT

Vision: To support all stakeholders in leveraging and utilizing a cooperative procurement strategy to best serve the public good.

Mission: Elevate the advocacy, collaboration, and education for cooperative procurement so its strategic value is widely recognized and promoted by government and educational leaders.

Roadmap to a Cooperative Procurement Strategy

Whether you work for a city, county, school district, or agency, there are steps to consider when approaching the concept of using a Cooperative Procurement agreement. NCCP has gathered information from some of the best procurement teams across the nation. Taking from those guides used by in-the-know procurement leaders, these newly created roadmaps will help guide you through that process with the right questions to ask and issues to deliberate. No matter where you are located across the nation, or what cooperative organization that you are considering, these roadmaps are a helpful tool for any procurement organization.

[Download](#) your free copy today!

For additional information about NCCP, visit: <https://www.ncppassociation.org/>



RESPONSIBLE PURCHASING NETWORK (RPN)

BECAUSE EVERY PURCHASE MATTERS

Mission: Promote and practice responsible purchasing by identifying best practices, developing effective purchasing tools, educating the market, and using our collective purchasing power to maximize environmental stewardship, protect human health, and support local and global sustainability.

RPN is an international network of buyers dedicated to socially responsible and environmentally sustainable purchasing. RPN's membership program and consulting services provide institutional purchasers with cutting edge procurement tools and resources designed to save money, conserve resources, reduce waste, and improve efficiency.

To learn about membership benefits and consulting services, please [click here](#).

[Subscribe to RPN's email lists](#) to stay in touch with RPN news and new responsible purchasing resources.

For additional information about RPN, visit: <http://www.responsiblepurchasing.org/>



RECIPE CORNER

“A RECIPE HAS NO SOUL. YOU, AS THE COOK, MUST BRING SOUL TO THE RECIPE.” -THOMAS KELLER

❖ Meal in a Pumpkin Submitted by: Stacy Hupp



| INGREDIENTS | |
|--|--|
| 1 -2 medium pumpkin(s), at least 4lbs (I use sugar pumpkins) | 1 tsp salt |
| 1 ½ lbs lean ground beef (I like to use half sausage) | ¼ tsp pepper |
| 1/3 cup chopped green pepper | ¼ cup soy sauce |
| ¾ cup chopped celery | 2 tbsp brown sugar |
| ¾ cup onion | 1 can (4oz) mushrooms (optional) |
| 1 can cream of chicken soup | Optional decorations: Olives, carrots, whole cloves, fresh parsley |
| 2 cups cooked rice | |

1. Wash, dry, and cut lid from pumpkin; set lid aside. Scrape out the inside of the pumpkin well, discard all the seeds and membrane. Set pumpkin aside.
2. In a large skillet: Sauté the pepper, celery, and onion in a small amount of olive oil. (You can experiment and add other veggies you enjoy). Then add the ground beef (or any substitute or mix of meats) to the mix and brown.
3. Cook the rice, following the directions on the rice package.
4. In a large mixing bowl, mix together salt, pepper, soy sauce, brown sugar, soup and rice.
5. Drain the meat mixture then add to the rice mixture.
6. Mix well and stuff into the prepared pumpkin (2). Put the lid on and place on foil-lined cookie sheet. Bake at 350 for 90 minutes. If I have extra mix, I put in a small casserole dish with lid or foil and cook.

To serve, be sure to scrap up some of the inside of the cooked pumpkin(s) along with the meat mixture. To decorate the pumpkin (if desired), use a toothpick to attach black olives for eyes, carrot for the nose and whole cloves for the mouth. For hair use fresh parsley around the top.

❖ Fruit Pizza

Submitted by: Regan Givens



Servings: 24

| INGREDIENTS | |
|---|---|
| 1 package sugar cookies | For the toppings: |
| For the frosting: <ul style="list-style-type: none"> • 1 package (8 oz) cream cheese, room temperature • 1/3 cup sugar • 1/2 tsp vanilla | <ul style="list-style-type: none"> • Add any kind of fruit you want! Recommend: strawberries, raspberries, blueberries, kiwi |

1. Bake the sugar cookies according to the package.
2. Mix the cream cheese, sugar, and vanilla until the consistency is smooth.
3. Allow the cookies to cool, then add the cream cheese frosting.
4. Top with your choice of fruit.
5. Enjoy!

❖ **Sweet Fall Cornbread**
Submitted by: Cheral Manke



Servings: 9 slices **Prep Time:** 10 minutes **Cook Time:** 30-40 minutes

| INGREDIENTS | |
|---|---|
| 1 ½ cups all-purpose flour (or GF almond flour) | 1 ¾ cups milk |
| 2/3 cup granulated white sugar | 2 large eggs |
| 1/2 cup corn meal | 1/3 cup oil |
| 1 tbsp baking powder | 3 tbsp butter (melted) |
| 1/2 tsp salt | <i>Add cooked bacon pieces for a salty fun twist!</i> |

1. Preheat oven to 350 degrees and prepare 8" x 8" baking pan (or muffin tray) by greasing with cooking spray.
2. Whisk the flour, sugar, corn meal, baking powder and salt in a medium bowl.
3. Place the eggs in a small bowl and whisk lightly. Add the milk and oil to the bowl, then melt the butter and combine thoroughly with the wet ingredients,
4. Add to the flour mixture and stir just until blended.
5. Pour into your prepared baking pan and bake for 30-40 minutes or until a toothpick comes out clean.

❖ **Pumpkin Bars**
Submitted by: Maija Lampinen



| INGREDIENTS | | |
|--|---|---|
| For the bars: | | For the frosting: |
| <ul style="list-style-type: none"> • 4 eggs • 1 cup oil • 1 (15 oz) can pumpkin • 2 cups sugar • 2 tsp baking powder • 1 tsp baking soda • 1/2 tsp salt • 2 tsp cinnamon | <ul style="list-style-type: none"> • 1/2 tsp ground ginger • 1/2 tsp ground cloves • 1/2 tsp ground nutmeg • 2 cups flour | <ul style="list-style-type: none"> • 1 stick (1/4 cup) softened butter • 3 oz softened cream cheese • 1 tbsp cream or milk • 4 cups powdered sugar • 1 tsp vanilla |

1. Preheat oven to 350 degrees.
2. Grease an 11x15 pan.
3. Combine all ingredients except flour and mix well.
4. Add flour and mix until incorporated.
5. Pour into prepared pan and bake for 20 minutes or until toothpick comes out clean. Cool, then frost.
6. Frosting: Cream all ingredients together until smooth and spread over cooled bars.

