

# re-KAPPP

Kansas Association for Public Purchasing Professionals, est. 1983



## Mid-Year Momentum

Summer marks the perfect time to check in on personal and professional growth. As we enter the halfway point of 2025, it's time to reflect, focus, and rise.

### Rising Leader Spotlight: Nicole Hogan Ignites Purpose, Passion, and Possibility

Now is an ideal time to reflect, focus, and lean into momentum. For Nicole Hogan, Vice President of the KAPPP Chapter, Purchasing Coordinator at Blue Valley School District, and 2024 KAPPP Volunteer of the Year, momentum has come from saying “yes” to growth, leadership, and the power of connection.

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#### Inside This Issue:

- Chapter Updates
- Interviews with Leaders
- Professional Development
- KAPPP & NIGP Events
- Membership Info

### How To Boost Your Procurement Career

Advancing a career in public procurement means continually building skills, expanding networks, and strengthening your professional presence. At every stage, leveraging certifications, connecting meaningfully, and positioning yourself for new opportunities can make a powerful

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### Supporting Members: Scholarships Awarded

We're excited to announce that \$2,716 in scholarships was awarded to five members this year. These funds supported training and conference attendance - helping members advance in their procurement careers.

There's still funding available - consider submitting your application to request support before funds exhaust!



Connect with KAPPP online:



[kapppp.org](https://kapppp.org)



KAPPP-NIGP



Kansas Assoc. of Public  
Purchasing Professionals

## Rising Leader Spotlight (continued)

Over coffee at The Bean in Spring Hill, Kansas, Nicole shared how her journey in procurement began with encouragement from her then supervisor, Donna Baker at Park University. “Donna inspired me and encouraged me to get into this career,” Nicole said. She started as Assistant Director of Purchasing, learning the ins and outs of the field, particularly P-Cards, before moving to Blue Valley to be closer to home.

Her leadership journey began with encouragement from peers like Russ Pankey and Lisa Robbins (current KAPPP President), who inspired her to take a more active role in KAPPP. “This chapter is leading the way in procurement,” she said, and she’s been proud to be a part of its growth - first as a member and volunteer, then serving as secretary, and now as vice president.

Balancing it all hasn’t always been easy. “As procurement agents, we tend to get fully involved in projects ... we are leaders in the department.” That can lead to taking on A LOT, she said. Her solution? Make a list and then break out tasks into smaller, attainable pieces, and delegate.

This year, Nicole also earned her NIGP-CPP certification, using prep guides, NIGP’s NSite community, a study group, and NIGP’s CPP Assessment tool. If considering getting certified, Nicole advises that making time to study is essential to success - “[It’s] a time commitment,” and “Don’t try to cram the night before!”



Nicole’s leadership style is easy to spot - she’s a collaborator. Though not a fan of the word “mentor,” she enjoys working with “thought partners” to explore options and find the best path forward. When asked how professionals in the procurement field and potential leaders can become more prepared, she suggests strengthening soft skills - connection, communication, and adaptability. She also advises start small, volunteer, and get involved, and welcomes anyone interested in taking a step in this direction to get engaged with the Reverse Vendor Fair and Fall Conference committee. As a volunteer herself, she explains how her network has grown and how she finds fulfillment, “The most rewarding part has been the people. When I’m stuck on an RFP, they’re the first people I call.”

And on the future of procurement: “The technology field is changing by the second. We are still going to need humans with empathy, that solve complex real-world problems, that are creative, and that take ethics into consideration. Bottom line, HUMANS are essential to the work we do in procurement. Let me repeat that: YOU ARE ESSENTIAL!”

With KCPRE returning in 2026 and NIGP Forum coming back to Kansas City in 2027, she sees exciting opportunities ahead.

✉ Want to connect? Reach out to Nicole at [nhogan@bluevalleyk12.org](mailto:nhogan@bluevalleyk12.org).

☕ Bonus: She’s always happy to chat over a great cup of coffee.



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## How To Boost Your Procurement Career (continued)

difference. Whether you're newer to the field, growing your expertise, or a seasoned veteran, these strategies can help fuel growth and impact.

### Leveraging LinkedIn for Career Growth

LinkedIn remains one of the most powerful tools for professional visibility and networking. Highlight key accomplishments such as successful contract negotiations, leadership roles, or recent projects. Sharing insights on procurement trends helps build your reputation as a trusted resource.

If you're new to the field, establishing a strong, complete profile that showcases education, internships, and enthusiasm is foundational. Seasoned professionals benefit from maintaining an active presence by mentoring others or sharing thought leadership posts, reinforcing their expert status.

Does updating or creating a LinkedIn profile sound overwhelming? Consider dedicating just 5-10 minutes each week to build, improve on, and connect with others. Consistent small steps can take you a long way! In one month, your activities will result in increased networking, a digital resume, and a new connection - KAPPP! Don't forget to add us!

### Building Networks that Work

Effective networking goes beyond collecting contacts. It's about cultivating meaningful relationships. Broaden your connections across agencies and industry partners to unlock new collaboration and growth opportunities.

For those newer to the profession, engaging with peers and mentors through chapter events, trainings, and certification study groups builds a strong support base early on. Experienced professionals can take leadership roles within these networks, facilitating knowledge sharing and guiding others.

### Small Steps, Big Impact

Maintaining an updated LinkedIn profile and participating in online learning such as webinars, podcasts, and blogs strengthens digital presence. Creating content or contributing to discussions around procurement challenges helps position you as a thought leader.

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*Do what you do so well, that people can't resist telling others about you.*

**-Walt Disney**

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## Master a Skill

The 10,000-hour principle suggests it takes years to master a skill, but consistency counts more than time. Just 30 minutes of focused reading or practice each day can lead to big gains.



## How To Boost Your Procurement Career (continued)

Newcomers can share progress on certification journeys or training participation to increase visibility and engagement. Seasoned professionals can leverage digital platforms to host virtual discussions or share years of experience, maintaining relevance in a rapidly evolving field.

### Crafting a Presence That Stands Out

Crafting a clear, compelling personal brand is key. Highlight unique value propositions and tangible successes, including certifications like the CPP or UPPCC programs, which provide concrete proof of expertise.

Those newer to procurement can focus on developing concise messaging about skills and aspirations, supported by early certification efforts. Veterans reinforce their reputation by sharing their journey, leadership experiences, and continued commitment to excellence.

### The Connection Advantage and Why Networking Matters

Networking remains essential for learning, opportunity, and influence. Investing in maintaining and growing relationships provides access to strategic insights and potential career advancements.

New professionals benefit from curiosity, mentorship, and active participation in certification-related groups and events. Experienced practitioners can leverage their networks for advocacy and innovation, supporting the advancement of procurement standards and diversity within the field.

### Next Steps and Resources

Professional development is a continuous journey that grows richer with certifications, networking, and purposeful learning. Whether just starting out, expanding your expertise, or guiding others, summer is a perfect moment to refocus, recharge, and build momentum for a successful year ahead. Consider the following steps for your journey:

- **Explore NIGP's Certified Public Procurement Professional (CPP) certification:** Visit NIGP CPP Program to learn about eligibility, benefits, and preparation resources.
- **Discover UPPCC Certification Programs:** Check out UPPCC Certifications for a range of credentials tailored to procurement professionals at various stages.
- **Join Local Chapter Events & Study Groups:** Connect with peers and mentors through our chapter's upcoming trainings, networking sessions, and certification study circles.
- **Update Your LinkedIn Profile:** Use available guides and templates to craft a compelling presence that highlights your skills, certifications, and career goals.
- **Engage with Online Learning:** Look for webinars, podcasts, and workshops focused on procurement best practices and leadership development.

Summer is an ideal time to focus on these growth opportunities - embrace the momentum and invest in your career's next chapter.





## See Procurement in Action

### Places to visit in Kansas that were created with the help of public purchasing

Kansas has a rich offering of government-funded natural and cultural attractions that are perfect for family-friendly and budget-conscious summer travel. Between state parks brimming with outdoor fun and the Sunflower Summer program unlocking free access to dozens of attractions, you can create a diverse and memorable adventure across our beautiful Sunflower State.

**El Dorado State Park** is managed by the Kansas Department of Wildlife and Parks. It's located in Butler County and is the largest of Kansas' state parks, sprawling across 4,000 acres along the eastern and western shores of El Dorado Reservoir.

*Live in the sunshine. Swim in the sea.  
Drink in the wild air.*  
—Ralph Waldo Emerson



**O.J. Watson Park** is perfect for summer fun, whether you're planning a family outing, a cozy picnic, or an active day off, this space offers something for everyone—in a beautifully maintained, community-focused setting. It's a local treasure that highlights City of Wichita's Park & Recreation Department's commitment to outdoor recreation and community spirit.

Best of all? Admission is free! Fees apply only for rides and activities like train, ponies, boats, or mini-golf tickets.

The **Kansas Museum of History** in Topeka offers a refreshing indoor summer escape, featuring immersive galleries that bring Kansas's story to life. You'll find Native American tipis, Oregon-Trail wagons, an 1880 steam locomotive, and a retro 1950's diner! Discovery Place is a hands-on experience for kids of all ages. As part of the Kansas Historical Society, this state-run museum makes an idea family-friendly retreat that's both educational and entertaining.



## Volunteering

Volunteering for committees, projects at work, and in your community can build your friend & professional networks. By getting out and meeting people, you're going to learn something new!

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# KAPPP Sets Sights on Leveling Up!

Just like a hero or character in a game, the Kansas Association of Public Purchasing Professionals (KAPPP) is leveling up! After achieving our first-ever Bronze Seal in 2024 from the NIGP Chapter Performance Standards Program, we've officially set our sights on the Silver Seal—and we're powering up to get there.

In the world of NIGP, the Chapter Performance Standards Seals are kind of like game levels. You earn points by completing missions—hosting professional development events, strengthening governance, boosting communications, and engaging with members—and with enough points, you unlock higher tiers: Bronze, Silver, Gold, and Platinum.



This year, we hit the "Start" button again and submitted our application for the Silver Seal, which requires between 55–64 points. And believe us, this wasn't just one character jumping for coins—it was a full team effort. From events and outreach to operations and innovation, our board members and volunteers have been tackling every challenge like true pros.

Leading the charge is Chapter President Lisa Robbins, our very own hero—dodging obstacles, finding hidden paths of opportunity, and unlocking upgrades to move the team toward the next level. While it takes the entire squad to win the game, our president's vision and drive have been key to moving us forward.

Whether or not the Silver Seal gets unlocked this round, KAPPP has already grown stronger—and we're ready for whatever the next level brings. Thanks to all of you who have been part of our adventure. Your participation is the energy we need to keep going.

Stay tuned—and don't forget to collect your own power-ups by staying engaged and informed.



## Spotlight on Leadership – Phil Goodwin, Town of Hamden, CT

*Adapted from an Interview by Nicole Hogan, Vice President, KAPPP*

At the recent NIGP Leadership Summit, our Vice President Nicole Hogan had the pleasure of connecting with Philip (Phil) Woodwin, Purchasing Agent for the Town of Hamden, Connecticut. With over four decades of procurement experience, Phil brings an unmatched depth of knowledge, a passion for mentorship, and a commitment to continuous improvement across public procurement.



Phil's career began in the private sector, working in retail and commercial purchasing for companies supplying lumber, medical instruments, and motor parts. "After college, I entered Kmart's management training program, and once I began ordering for their retail stores, I never looked back," Phil shared. After 21 years in the private sector, he transitioned to public procurement. This new chapter first began with public schools, and now for over a decade as the Purchasing Agent for the Town of Hamden.

Beyond his day-to-day responsibilities, Phil has been an active member of the Public Procurement Association of Connecticut (PPAC), serving as President from 2016 to 2018. Today, he extends his leadership even further as a Chapter Ambassador for NIGP's Area 1, supporting chapters across New England and Canada with training, mentoring, and recruitment.

What excites Phil most about procurement? "The diversity," he says. "One day you're procuring a fire truck, the next day software for the Recreation Department. It's never the same."

Still, the profession isn't without its challenges. Phil points to stakeholder buy-in as a common hurdle. "You need to constantly show the value of procurement: how it saves money, ensures compliance, and gets the right product. It's an ongoing conversation," he notes. He also emphasizes the importance of training and understanding stakeholder needs. "Budget for training, and schedule time for it like any critical meeting. And don't be afraid to ask your stakeholders questions to get to the heart of their goals."

Phil's dedication and insight are a powerful reminder of the impact that experienced professionals can make not just in their organizations, but across the wider procurement community. We're proud to have Phil Woodwin as part of the NIGP family and a leader in our network.

The delicate balance of mentoring someone is not creating them in your own image, but giving them the opportunity to create themselves.

-Steven Spielberg



### Did You Know?

The NIGP-CPP certification is recognized nationwide and can boost your career opportunities. Specialized Competency Modules can offer further deep-dives into key areas.

# Bringing Engaging Content to Members

## That Was Then, This is Now Why Suppliers Are Still Choosing to 'No Bid'

At the KAPPP May Coffee Talk and Membership Meeting, attendees had the opportunity to engage with a timely and insightful presentation from Eric McCalpine and Kim Cullen, representatives of the NIGP Business Council. Their session, titled “That Was Then, This is Now – Why Suppliers are Still Choosing to ‘No Bid’,” tackled a persistent challenge in public procurement: understanding why some suppliers opt out of bidding altogether.

McCalpine and Cullen shared that one key reason suppliers choose not to participate in competitive solicitations is the growing complexity and density of solicitation requirements. While intended to ensure thoroughness and compliance, these overly detailed documents can create significant burdens on suppliers—making the cost of simply preparing a proposal too high. This can lead to fewer responses, diminished competition, and ultimately, missed opportunities for both suppliers and agencies.

The presentation emphasized that just as procurement professionals carefully weigh the cost and benefit of conducting a sourcing process, suppliers are doing the same. If a solicitation appears too costly, time-consuming, or risky to pursue, a supplier may determine it is not worth the effort—resulting in a “no-bid.” The session was a powerful reminder that fostering supplier engagement starts with clear, reasonable, and purposeful requirements. By simplifying and streamlining where appropriate, procurement professionals can open the door to stronger partnerships and more successful outcomes.



**Kim Cullen**

Director of Government Relations  
Southern Computer Warehouse (SCW)  
NIGP Business Council



**Eric McCalpine**

Public Sector Major Account Manager  
Cintas  
NIGP Business Council





# About KAPPP

## Mission:

KAPPP strives to be a continual education resource for public procurement agencies of Kansas. We hold quarterly virtual meetings for our members to receive training, special programs, network, and create camaraderie between purchasing agencies.

## Vision:

KAPPP's vision is to be the leading voice and resource for public procurement professionals in Kansas, recognized for our commitment to advancing public trust, embracing ethical standards, and promoting efficiency in government procurement. We strive to cultivate a united and dynamic network where members can continuously grow, share best practices, and lead efforts to ensure transparent, accountable, and impactful public purchasing that benefits communities across the state.

## Meet Your Board

### Executive Officers



**Lisa Robbins**  
President



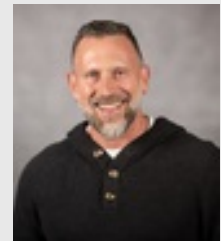
**Nicole Hogan**  
Vice President



**Tammy Culley**  
Treasurer



**Kyra Smith**  
Secretary



**Chris Haislett**  
Immediate Past  
President

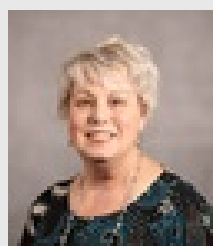
### Directors



**Annette West**  
Communications



**Joe Thomas**  
Elections &  
Nominations



**Lee Barrier**  
Special Events



**Leigha Boling**  
Programs  
Engagement

### Chairs

**Janette Crosier**, Membership

- Open Positions: (1) Professional Development, (2) Webmaster, and (3) Scholarship / Award



### Leadership

Great leaders are great learners - many leaders read an average of 4-5 books and journals per month. On that note - Thanks for reading our newsletter!

# Upcoming Events

For more information and to register for the events below, please log-in to your member account at [KAPPP.org](http://KAPPP.org).

## KAPPP's Monthly Meetings: Coffee Talks

Join us for a monthly meeting of the membership to collaborate, share best practices, and address common challenges to our industry.

### July

**18<sup>th</sup> KAPPP Membership Meeting: Coffee Talk**  
Virtual - Zoom Meeting  
From 12 - 1:30 PM CST

**27<sup>th</sup> NIGP Forum Conference (Day 1)**

**28<sup>th</sup> NIGP Forum Conference (Day 2)**

**29<sup>th</sup> NIGP Forum Conference (Day 3)**

**30<sup>th</sup> NIGP Forum Conference (Day 4)**

### August

**7<sup>th</sup> Lourdes Coss: Mindfulness & Resilience**  
Virtual - Zoom Meeting  
12 - 1 PM CST or 2 - 3 PM CST

**16<sup>th</sup> KAPPP Membership Meeting: Coffee Talk**  
Virtual - Zoom Meeting  
From 12 - 1:30 PM CST

### September

**4<sup>th</sup> Lourdes Coss: Sustainable Procurement**  
Virtual - Zoom Meeting  
12 - 1 PM CST or 2 - 3 PM CST

**19<sup>th</sup> KAPPP Membership Meeting: Coffee Talk**  
Virtual - Zoom Meeting  
From 12 - 1:30 PM CST



## Learn with Lourdes Coss

Lourdes Coss, MPA, NIGP-CPP, CPPO, is a trusted expert in public procurement with extensive experience. In her monthly webinar trainings, she explores strategies for creating cohesive, high-performing teams within procurement. Discover leadership practices that encourage collaboration, embrace change, and establish a culture of continuous improvement for sustainable team success. These trainings are offered as an included membership benefit to all KAPPP members.

## NIGP Forum 2025

The National Institute of Government Purchasing's flagship event - Forum, will be a celebration of 80 years of public procurement excellence. Experience the learning and networking by attending in-person or virtually.

This event will be from **July 27 - 30**.

For financial assistance to attend, see the cover page of this newsletter for support from KAPPP.

