



2021 IPPA BUYERS DIRECTORY



10TH ANNUAL
IPPA REVERSE VENDOR TRADE SHOW
"THE SHOW WILL GO ON"

NIGP

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IDAHO PUBLIC PURCHASING
iPPA
ASSOCIATION



Table of Contents



Forward.....	3
A Word From The IPPA President.....	4
IPPA Contact Information.....	5
2021 Board Of Directors.....	5
Idaho Public Purchasing Association – Chapter Awards.....	8
Idaho Public Purchasing Website	9
Tips On Selling To The Government.....	10
Online Resources.....	11
2021 IPPA Sponsors & Donors.....	13
State Of Idaho Buyers	16
Public Heath Districts.....	22
Idaho Transportation Department	24
Idaho Transportation Department Districts.....	24
Veterans Services.....	26
University & College Buyers	26
City & County Buyers	29
Ada County	33
School District Buyers	36
Federal Programs	37
Tribal Entity - Government.....	39
Quasi-Governmental Agencies.....	39
Idaho Certified Public Procurement Professionals.....	40
Values and Guiding Principles of Public Procurement	45

Forward

The Idaho Public Purchasing Association (IPPA) is a chapter of the National Institute of Governmental Procurement (NIGP). IPPA is a non-profit corporation dedicated to the advancement of the procurement profession through education and cooperative relationships among its members. Our membership includes procurement professionals from federal, state, city, county, school districts, and other political subdivisions.

Membership is open to all public procurement professionals in the State of Idaho, including federal, state, city, county, and any other political subdivision of the State; such as school districts, highway districts, port authorities, fire districts, etc. Also included are any full-time employees of any NIGP member agencies that are involved in contracting, purchasing, or the materials management function.



Mission Statement

To promote professionalism in public procurement by providing a forum for shared resources, education, and networking for all members and stakeholders.

DID YOU KNOW MARCH IS “PROCUREMENT MONTH?”

The Idaho Public Purchasing Association and other purchasing associations around the globe aspire to further the awareness of the procurement profession's role to governmental officials, the general public, business and corporate leaders, academia and the media.

March is
**PROCUREMENT
MONTH**

Celebrating You
and Everything You Do!



2021 Selfie contest with new Procurement Month lapel pins.



A Word From the IPPA President

It is my pleasure to welcome everyone to the 10th Annual IPPA Reverse Vendor Trade Show – “The Show Will Go On”. I couldn’t be more proud to represent this chapter during such a milestone...10 years of this collaborative show! With the theme we chose this year we thought about how our profession has been through so much these past two years and we’ve been able to be tenacious and resourceful through the unknowns. Through it all the show must go on...and it will. We will push through and continue to show the importance of our role in our organizations. My hope is that this show will help you build and create relationships with agencies and vendors alike, obtain great educational benefits as well as leave feeling inspired!

The procurement professionals you are going to meet represent significant purchasing power from federal, state, county and local government offices across Idaho. Many of these professionals, like myself, are members of the Idaho Public Purchasing Association (IPPA). IPPA is dedicated to the advancement of the public procurement profession and provides many educational classes, webinars, meetings and events in the community with the goal of enhancing its member’s procurement skills. By attending today, you are not only making valuable contacts, but helping IPPA fulfill its mission of educating your public procurement professionals.

If you would like additional information on IPPA, please contact me at president@nigp-idaho.org or any one of our Board Members listed on the IPPA website at <http://www.nigp-idaho.org/>. We would love to share with you the benefits of membership or future opportunities to sponsor our organization.

I hope you enjoy the Reverse Vendor Trade Show and find it beneficial. Please let us know your success stories and any ideas you might have to improve our show in the future.

Sincerely,

Alyssa Ellington, NIGP-CPP, CPPB
IPPA President
NIGP Area 8 Chapter Ambassador
Ada County Procurement, Procurement Supervisor

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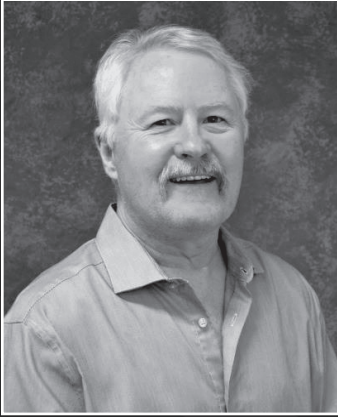
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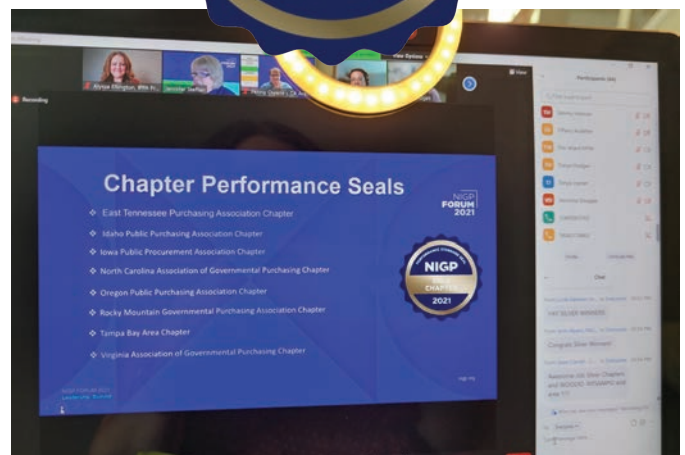
Idaho Public Purchasing Association - Chapter Awards

We are so proud of our chapter and all our accomplishments the last few years! Congrats to all within the Idaho Public Purchasing Association. Let's continue our mission of promoting professionalism in public procurement by providing a forum for shared resources, education, and networking for all members and stakeholders.

NIGP 2021 & 2020 GOLD PERFORMANCE STANDARD SEAL

In 2020 NIGP transformed their Chapter Awards program to include the opportunity for chapters to apply and earn Chapter Performance Standards Seals as well as Outstanding Chapter Awards. NIGP has developed a 'standard' in which chapters can strive to follow and advance the opportunities offered to their members. Participating chapters receive a score which records their progress in achieving excellence. 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. The four tiers provide motivation for Chapters to achieve an even higher tier in subsequent years.

IPPA applied for both categories and we are proud to be one of the few recipients of the Gold Performance Standard Seal in both 2020 and 2021! We also received recognition for our efforts in putting on a successful virtual Reverse Vendor Trade Show as well as our Procurement Month celebration which included mailing out procurement month goody bags to all our members to celebrate the month. We were recognized at the 2021 NIGP Virtual Forum during the Chapter President's Appreciation Lunch Hour.



Idaho Public Purchasing Association Website

VISIT US ON OUR WEBSITE:
WWW.NIGP-IDAHO.ORG



- ABOUT US
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WELCOME TO THE IDAHO PUBLIC PURCHASING ASSOCIATION!

NIGP The Institute for Public Procurement IPPA is a [Chapter of the National Institute of Governmental Procurement \(NIGP\)](#). It is a non-profit corporation dedicated to the advancement of the procurement profession through education and cooperative relationships among its members. Our membership includes procurement professionals from federal, state, city, county, school districts, and other political subdivisions.

Our Mission Statement is to promote professionalism in public procurement by providing a forum for shared resources, education, and networking for all members and stakeholders.

The Idaho Public Purchasing Association has adopted the [NIGP Values and Guiding Principles of Public Procurement](#).

Why a career in governmental procurement? [Click here for video](#)

UPCOMING EVENTS

SEP 22 CPPB PREP CLASS - VIRTUAL This course provides a review that addresses key information on topics identified in the UPPCC Body of Knowledge. View Details ►	OCT 6 FALL LUNCH & LEARN: WORKING WITH STATE AND LOCAL GOVERNMENT – THE VENDOR’S PERSPECTIVE A panel of vendors will provide their perspective on various topics involved in working with different forms of state and
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Tips On Selling To The Government

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1

KNOW WHAT YOU HAVE TO SELL. Government agencies are interested in knowing what you have done. You will need to be able to show that you have a track record in selling your product or service.

2

TARGET YOUR MARKET. There are many government agencies in Idaho including federal agencies, military bases, county governments, city governments, transportation agencies, public schools, and universities. You will need to sift through all of these agencies to find the agencies that buy a significant amount of what you sell.

3

EDUCATE YOURSELF. Learn the government's procurement processes. From the acronyms to the regulations to the procedures.

Hint: Contact the agency procurement professional and ask to meet with him/her to discuss procurement procedures with that agency.

4

ASSESS YOUR COMPETITION. Once you have targeted your market, you can find out how competitive it has been. A good place to start is a review of the current contract. Many times, this is available just by asking. If not, a public records request with the agency can provide the document.

5

MARKET AGGRESSIVELY. Once you find a good potential customer, you should market to him or her the same way you would a private sector customer. You can do this in two ways:

- » By ensuring that they are aware of your capabilities.
- » By staying in touch. Many of the smaller contracts do not have to be formally bid and you can put yourself in a good position to get business by being persistent.

6

MAKE SURE YOU COMPLETE THAT FIRST CONTRACT SUCCESSFULLY. After you win that first contract, your potential for winning others depends on whether you can show that you can do the job in a quality fashion. If you do a great job, it increases your chances of getting more contracts because you are now a known entity. The reverse is also true.

7

New!

Consider Joining Cooperative Contracts. Many agencies across Idaho have been utilizing various cooperative contracts since the Idaho statute was updated in 2019 to allow for additional types of cooperatives. This is a great purchasing vehicle especially for those companies that have products agencies consistently need.

Hint: Make sure to check with each agency to see what cooperative contracts they are allowed to use.



Online Resources

The following is a list of online resources that will help your organization navigate the opportunities for doing business in the State of Idaho. By becoming familiar with these websites and publications you will be able to observe, monitor, participate and become educated in local Idaho government business opportunities.

Bid Opportunities

ADA COUNTY

<http://www.adacounty.id.gov/procurement/bids>

CITY OF BOISE

<https://www.cityofboise.org/departments/finance-and-administration/purchasing/bid-information/>

CITY OF MERIDIAN

<https://meridiancity.org/finance/procurement>

BOISE STATE UNIVERSITY

<https://www.boisestate.edu/vpfa-p2p/vendor-supplier-information-for-businesses/>

STATE OF IDAHO PUBLIC WORKS DESIGN-CONSULTANT PROFESSIONAL SERVICES

<https://dpw.idaho.gov/professional-services/>

STATE OF IDAHO PUBLIC WORKS CONSTRUCTION CONTRACTING

<https://dpw.idaho.gov/construction/>



2020 IPPA Board Members



Education:



STATE OF IDAHO DIVISION OF PURCHASING INFORMATION FOR VENDORS

<https://purchasing.idaho.gov/information-for-vendors/>

IDAHO PROCUREMENT TECHNICAL ASSISTANCE CENTER (PTAC)

<https://idahoptac.org/>

IDAHO TRANSPORTATION DEPARTMENT DISADVANTAGED BUSINESS ENTERPRISE (DBE) PROGRAM

<https://itd.idaho.gov/civilrights/>

IDAHO PROCUREMENT CODE FOR STATE OF IDAHO AGENCIES

<https://legislature.idaho.gov/statutesrules/idstat/Title67/T67CH57/>

RULES FOR STATE OF IDAHO AGENCIES

<https://adminrules.idaho.gov/rules/current/38/380501.pdf>

IDAHO PROCUREMENT CODE FOR POLITICAL SUBDIVISIONS (CITIES AND COUNTIES)

<https://legislature.idaho.gov/statutesrules/idstat/Title67/T67CH28/>

Information on Idaho State, Counties and Cities:

STATE OF IDAHO

<http://idaho.gov/>

IDAHO ASSOCIATION OF COUNTIES

<http://www.idcounties.org/>

ASSOCIATION OF IDAHO CITIES

<http://www.idahocities.org/>

IDAHO ASSOCIATION OF HIGHWAY DISTRICTS

<https://iahd.com/>



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to receive additional information on how your support helps to educate and promote public procurement professionals in Idaho.



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Public Procurement



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NIGP designed two unique supplier offerings that **equip sales teams with the skills and knowledge they need to successfully engage and conduct business** with the public procurement community.

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- Discover what skillsets need to be developed



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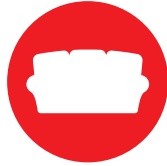
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Public Health Districts

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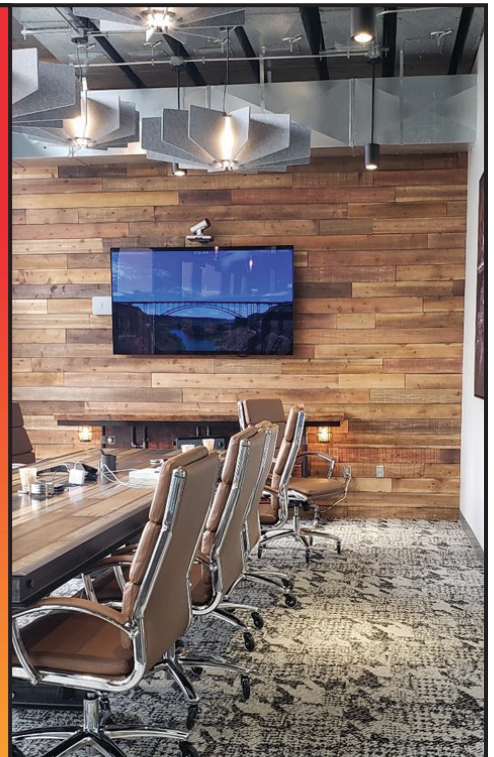
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Idaho Certified Public Procurement Professionals

The following Idaho procurement professionals have earned and maintained certification through the Universal Public Procurement Certification Council:

First Name	Last Name	Certification	Expiration Date	State/Province
Evan	Amidan	CPPB	12/14/2025	ID
Valerie	Bollinger	CPPB	5/2/2026	ID
Valerie	Bollinger	CPPO	12/14/2025	ID
Larry	Buell	CPPO	Lifetime	ID
Denise	Cooley	CPPB	10/20/2024	ID
Daniel	Downen	CPPB	5/5/2024	ID
Alyssa	Ellington	CPPB	10/16/2022	ID
Don	Elliott	CPPB	11/18/2025	ID
Sarah	Hilderbrand	CPPO	9/11/2022	ID
Bela	Kovacs	CPPO	5/6/2023	ID
Sonya	LaCasse	CPPB	10/20/2024	ID
Jory	Lindstrom	CPPB, CPPO	11/18/2025	ID
Tonya	March	CPPB	5/5/2024	ID
Tina	McBride	CPPB, CPPO	10/18/2026	ID
Robert	Perkins	CPPB, CPPO	4/19/2022	ID
Anthony	Pirc	CPPB	5/5/2024	ID
Arianne	Quignon	CPPB	10/19/2025	ID
Chelsea	Robillard	CPPB	10/19/2025	ID
Joy	Schwank	CPPB, CPPO	6/25/2024	ID
Shannon	Shaffer	CPPB	5/6/2023	ID
Jason	Skelton	CPPB	6/25/2024	ID
Bonnie	Sletten	CPPO	9/11/2022	ID
Robyn	Swaney	CPPB	12/18/2023	ID
Marcia	Todd	CPPB, CPPO	Lifetime	ID
Jason	Urquhart	CPPB, CPPO	8/13/2022	ID
Katherine	Wanner	CPPB	10/14/2023	ID
Stephanie	Wildman	CPPB	5/1/2027	ID



In 2020 NIGP released a brand new Certified Procurement Professional (NIGP-CPP) certification opportunity for government procurement professionals. We are proud to share the following Idaho professionals have already obtained this new certification:

First Name	Last Name	Certification	Awarded
Alyssa	Ellington	NIGP-CPP	10/1/2020
Tina	McBride	NIGP-CPP	4/1/2021
Robert	Perkins	NIGP-CPP	10/1/2020
Joy	Schwank	NIGP-CPP	10/1/2020
Shannon	Shaffer	NIGP-CPP	4/1/2021
Stephanie	Wildman	NIGP-CPP	1/1/2021





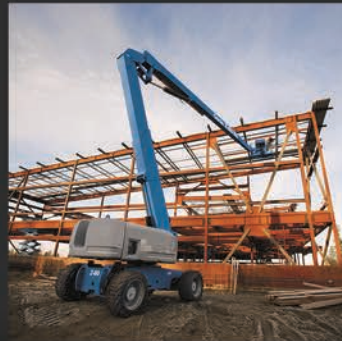
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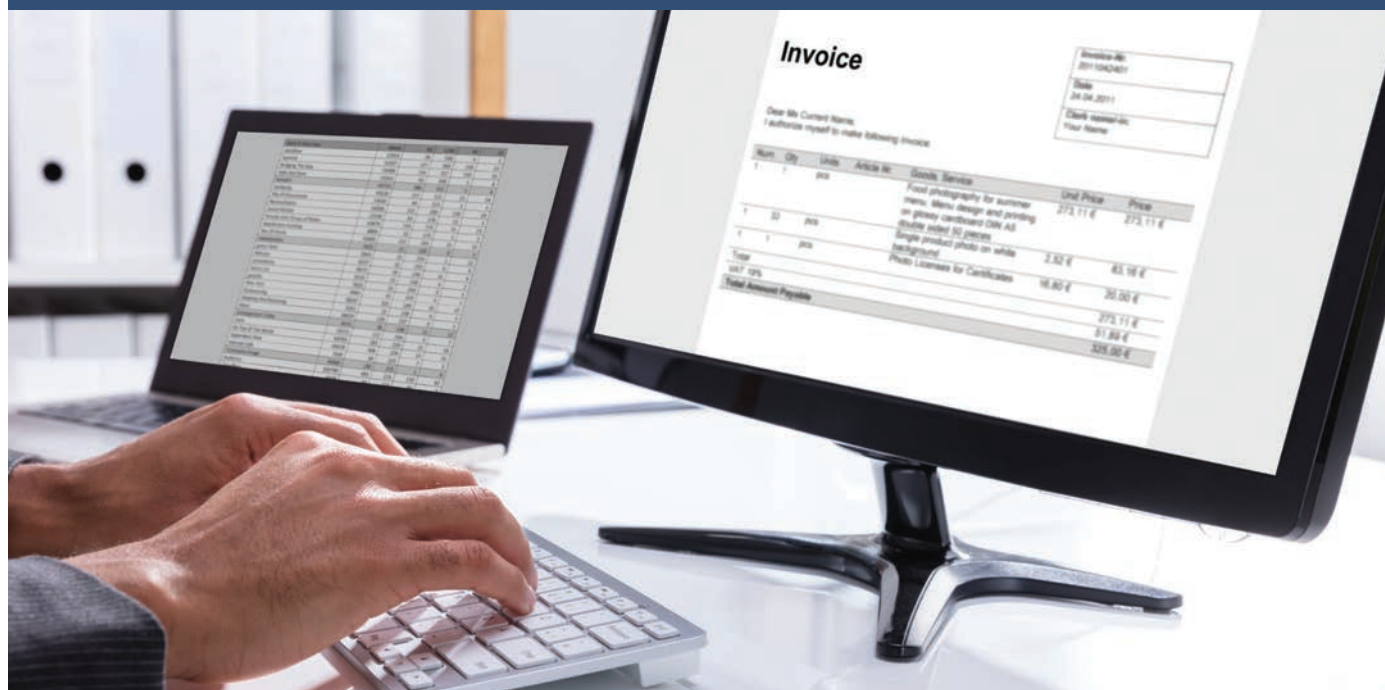
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Values and Guiding Principles of Public Procurement

ACCOUNTABILITY: Taking ownership and being responsible to stakeholders for our actions... essential to preserve the public trust and protect the public interest.

Principles:

- Apply sound business judgment.
- Be knowledgeable of and abide by all applicable laws and regulations.
- Be responsible stewards of public funds.
- Maximize competition to the greatest extent practicable.
- Practice due diligence.
- Promote effective, economic, and efficient acquisition.
- Support economic, social, and sustainable communities.
- Use procurement strategies to optimize value to stakeholders.

ETHICS: Acting in a manner true to these values...essential to preserve the public's trust.

Principles:

- Act and conduct business with honesty and integrity, avoiding even the appearance of impropriety.
- Maintain consistency in all processes and actions.
- Meet the ethical standards of the profession.

IMPARTIALITY: Unbiased decision-making and action...essential to ensure fairness for the public good.

Principles:

- Be open, fair, impartial, and non-discriminatory in all processes.
- Treat suppliers equitably, without discrimination, and without imposing unnecessary constraints on the competitive market.
- Use sound professional judgment within established legal frameworks to balance competing interests among stakeholders.

Professionalism: Upholding high standards of job performance and ethical behavior... essential to balance diverse public interests.

Principles:

- Be led by those with education, experience, and professional certification in public procurement.
- Continually contribute value to the organization.
- Continually develop as a profession through education, mentorship, innovation, and partnerships.
- Develop, support, and promote the highest professional standards in order to serve the public good.
- Seek continuous improvement through on-going training, education, and skill enhancement.

SERVICE: Obligation to assist stakeholders...essential to support the public good.

Principles:

- Be a crucial resource and strategic partner within the organization and community.
- Develop and maintain relationships with stakeholders.
- Develop collaborative partnerships to meet public needs.
- Maintain a customer-service focus while meeting the needs, and protecting the interests, of the organization and the public.

Transparency: Easily accessible and understandable policies and processes... essential to demonstrate responsible use of public funds.

Principles:

- Exercise discretion in the release of confidential information.
- Maintain current and complete policies, procedures, and records.
- Provide open access to competitive opportunities.
- Provide timely access to procurement policies, procedures, and records.



2013



2012



2015



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.....



2016



2014





2017



2019



Amidan
2020



2018

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