



Rocky Mountain Governmental Purchasing Association

Spring 2025 Newsletter

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UPCOMING RMGPA EVENTS

May 21 Lunch & Learn with SOVRA May Board Meeting	Jun 18 Amazon Fulfillment Center Tour June Board Meeting
May 22 Emerging Professionals Session: Data Driven Decisions	Jun 26 Emerging Professionals Session: IT Procurement
May 28 Amazon Fulfillment Center Tour Lunch & Learn: Tariffs in IT Procurement	Jul 9 Lunch & Learn with SOVRA Jul 16 Q3 Board and Business Meeting

Letter from the President

Happy Spring RMGPA members! What a crazy start for 2025.

We had a successful Spring Conference just a few weeks ago and hope to continue the momentum of providing members educational and learning opportunities throughout the rest of 2025.

My hope is you have been enjoying the Lunch & Learns offered virtually for members along with the NIGP courses virtually and hosted by local agencies. Please continue to refer to the event calendar for dates and times and then register.

Education opportunities coming up are:

- ✓ RMGPA Lunch & Learn - Cooperative Purchasing with Pavilion – April 23rd
- ✓ NIGP VCON: Technology & Innovation (virtual) – April 29th, 30th & May 1st.

I encourage you to contact our Past President - Trudi Peepgrass at pastpresident@rmgpa.org on Lunch & Learns and our Pro-D & Education Chair Ryan Yarrow at prod@rmgpa.org to share topics you would like to learn more about and courses you would like to attend to further your advancement in the public procurement field.

As noted at the Spring Conference, NIGP 2025 Forum in Denver is coming up fast in July and early registration ends on April 30th. So, if you are planning to attend look at getting registered to save a bit of money. Additionally, we need volunteers to help at Forum, so if interested please reach out to the Past President- Trudi Peepgrass at pastpresident@rmgpa.org.

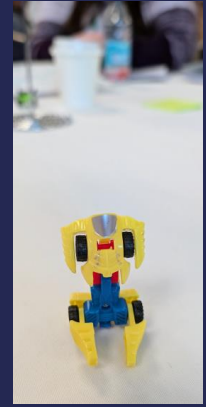
The other RMGPA conference to be held this year will be the Winter conference on December 1st & 2nd with a Vendor Trade Show at the same place as the Spring Conference.

I would like to thank all our RMGPA members for your attendance and participation. The mission of RMGPA is to continue to provide meaningful and relevant educational and learning opportunities for their members. Please have a safe, happy and sunny late spring and early summer.

Doug Clapp, MA, MS, CPPB
President, RMGPA



NIGP LEADERSHIP SUMMIT



RMGPA was proudly represented at the 2025 NIGP Leadership Summit in Chicago! Despite the freezing temperatures, we thoroughly enjoyed our time at the beautiful and historic Hilton hotel. Our members engaged in all three tracks: **EDGE** delivered a powerful message emphasizing that true leadership starts from within; **IMPACT** took a deep dive into the critical topics of Change Leadership, Workplace Culture, and Strategic Planning; and **ACADEMY** provided valuable insights to RMGPA board members and allowed them to network with fellow chapter leaders. We are already looking forward to next year's Summit in Tucson!



RMGPA SPRING CONFERENCE



Our Spring Conference was a tremendous success! Attendees enjoyed an inspiring keynote and engaging presentations from several RMGPA members and our fantastic sponsors, Amazon and SOVRA. The Reverse Vendor Trade Show was also a hit, attracting over 100 vendor representatives who connected with our RMGPA agencies. We also took a moment during the business meeting luncheon to recognize our new members and first-time attendees. With Forum taking place in Denver this July, we look forward to our chapter's next big event: the Winter Conference and Trade Show on December 1-2, returning to the convenient Delta Hotel in Thornton.



Sourcewell Update – Summer 2025



Gearing up for a cleaner future

With a 26% population increase on the horizon, the city of Graham, North Carolina, needed a waste management solution that could keep up with a growing volume of waste collection without straining the budget. Using a Sourcewell cooperative contract with Heil, Public Works Director Burke Robertson and his team secured cost-effective, fuel-efficient trucks and advanced maintenance software to better serve their expanding community.

[See how they kept waste collection rolling >](#)

What's new for Sourcewell contracts?

Cooperative contracts are designed to make your job easier. Take a look at these recently announced cooperative purchasing categories:

Auction Services with Related Solutions

Solutions for the sale and disposal of excess equipment by auction, including live, on-site auctions, online auction services, live-streaming auction services; and related services, including market value assessment, marketing, promotion, support and training, equipment appraisals, web portal and hosting, bidder registration and management, equipment transportation and preparation, financing and payment alternatives, rebate programs, post-auction settlement, auction-related storage, and shipping options.

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Copiers, Printers, and Multifunction Devices with Related Supplies, Accessories, and Services

Mobile, desktop, and production unit copiers, printers, scanners, and multifunction devices for printing, duplicating, reproducing, or imaging documents or material across a broad range of output formats, qualities, sizes, and in black-and-white or color format; and related hardware, software, accessories, and services.

Facility Security Systems, Equipment, and Software with Related Services

Alarm and signal systems; security automation and integration; motion-controlled lighting and occupancy detection; fire detection, sprinkler, and suppression systems; intrusion detection and breach prevention; glass and window security, armor, and ballistic applications; CCTV, surveillance, and recording solutions; access control for facilities and parking; robotic and AI surveillance; biometric scanning and screening; and related equipment, accessories, and services.

Grounds Maintenance Equipment and Related Attachments

Lawn and garden equipment for all types of lawn, field, and turf care, golf course, landscape, sidewalk, walking path, and parking lot maintenance, and snow removal; irrigation and aeration equipment, systems, parts, and installation; beach- and waterfront-maintenance equipment; and related tools, attachments, parts, accessories, and services.

Tree Maintenance Equipment, Attachments, and Accessories

Equipment for tree cutting, trimming, and removal; automated, remote, or robotic tree maintenance; portable tree and brush incineration; stump cutters and grinders; brush and limb chippers; vehicle and equipment attachments for tree and vegetation management; and additional supplies, products, and services.

Procurement resources are always at your fingertips. Access hundreds of contracts and suppliers at <https://www.sourcwell-mn.gov/contract-search>.



Last Chance to Register!

April 29-30 and May 1
Fully Virtual



NIGP VCON: Technology & Innovation

Change is coming and public procurement is no exception. **NIGP VCON: Technology & Innovation** is your chance to evolve your learning on the latest advances in technology. A fully virtual experience, during these two and a half-day conference you'll gain insights from public procurement and industry experts into cutting-edge topics including AI, Cybersecurity, and Data Analytics—all tailored to help you stay ahead.

Members: \$199 | Non-Members: \$299
26.5 Contact Hours

*Access to all sessions On Demand
for 60 days*

Registration Closes Soon!
Reserve Your Spot



PROCUREMENT EVOLUTION STARTS HERE

PROCUREMENT MONTH

March was Procurement Month! We were honored to receive our Proclamation from the Governor's office.

Procurement Month is a phenomenal opportunity to celebrate and recognize the incredible power public procurement professionals possess and the positive difference YOU make to our world.

Public procurement professionals wear a variety of hats – you're explorers, trailblazers, and innovators focused on building a better tomorrow. The reach and impact of what you do is breathtaking...the ability to transform cities, impact health care systems, research energy sources, construct education facilities, improve transit systems, impact security, deliver technology solutions and so much more...You are truly indispensable!



WHEREAS, governmental purchasing organizations in the State of Colorado are committed to the highest ideals of honor and integrity in order to merit the respect and confidence of state, county, municipal, special district, higher education, school district or other local area government agencies, and the public which they serve; and

WHEREAS, Colorado provides an environment where all organizations are afforded an equal opportunity to compete for business with state, county, municipal, special district, higher education, school district or other local area government agencies; and

WHEREAS, the public procurement professionals in Colorado are committed to providing high-caliber strategic, logistical and operational support to their entity; and

WHEREAS, governmental purchasing organizations are to be commended for their diligent pursuit of efficiency in the operation of government through their commitment to seeking goods and services of the highest value in terms of quality and price to maximize the benefit provided to the public; and

WHEREAS, in addition to the purchase of goods and services, procurement professionals add immense value to the organization by performing such functions as executing, implementing and administering contracts, developing strategic procurement strategies and cultivating working relationships with suppliers and other departments within their organization; and

WHEREAS, the public procurement professionals located in the State of Colorado recognize, support and practice the Values and Guiding Principles of Public Procurement, including Accountability, Ethics, Impartiality, Professionalism, Service, and Transparency, established by NIGP - The Institute for Public Procurement, as fundamental tenets of the public procurement profession; and

WHEREAS, NIGP has proclaimed the month of March as Procurement Month to further expand the awareness of the procurement professional's role to governmental officials, the general public, business and corporate leaders;

THEREFORE, I, Jared Polis, Governor of the State of Colorado, do hereby proclaim the month of March 2025, as

GOVERNMENT PUBLIC PROCUREMENT MONTH

in the State of Colorado.

GIVEN under my hand and the Executive Seal of the State of Colorado, this first day of March, 2025



A handwritten signature in blue ink that reads "Jared Polis".

Jared Polis
Governor

The Power of YOU...the power of what you do...the power of public procurement... is vital to our society and securing a better future for us all. THANK YOU.

Derrell Walton, PPA

Senior Buyer

Boulder Valley School District
RMGPA Member Since 2022



Q: Tell us a little about your background.

A: I am originally from Miami, FL, and have built a diverse background in finance, spanning various industries including real estate, natural gas, and entrepreneurship. Before transitioning into the procurement industry, I worked in the private sector as a Financial Auditor for a medical billing company, where I gained valuable experience in financial analysis and compliance. Prior to that, I served as a Personal Banker at Wells Fargo Bank, where I developed expertise in client relationship management and financial advising. Additionally, I have held roles in real estate finance, overseeing property investments and financial planning, and have experience in the natural gas sector, where I managed financial operations and strategic budgeting. My entrepreneurial experience has further strengthened my ability to navigate complex financial landscapes, develop strategic business plans, and drive growth across multiple sectors.

Q: What organization do you currently work for? How long have you been there?

What is your current position?

A: I have been with Boulder Valley School District (BVSD) for a little over two years, serving as a Senior Buyer. In this role, I manage the procurement of goods and services to support the district's operational and educational needs. I am responsible for overseeing the entire procurement process, including contract negotiation, vendor management, and ensuring compliance with district policies and state regulations. I work closely with internal stakeholders to assess their needs, identify cost-effective solutions, and ensure that procurement decisions align with the district's strategic goals. Additionally, I analyze market trends, evaluate supplier performance, and develop strategies to enhance efficiency and cost savings. My role requires a strong understanding of budgeting, financial analysis, and strategic sourcing to ensure that the district maximizes value while maintaining high standards of quality and service.

Q: What is the most interesting purchase or project that you have ever been involved in?

A: The most interesting purchase I have managed to date has been Furniture, Fixtures, and Equipment (FF&E) for our schools. Before working for a school district, I assumed that schools primarily sourced their furniture from just a few manufacturers. I was genuinely surprised to learn about the complexity and thoughtful planning involved in selecting furniture for educational environments. From understanding the psychology behind furniture design to ensuring it meets the diverse needs of students and staff, the level of detail and consideration required has been truly eye-opening.

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MEMBER SPOTLIGHT

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Q: If you currently volunteer for RMGPA or have volunteered in the past, please tell us your role and what that involves(ed).?

A: I recently began my volunteering journey with RMGPA and currently serve as the Co-Chair for the Budget & Finance Committee. In this role, I support the Chair in planning, establishing, and managing the organization's budget and financial investments. I am also responsible for preparing and presenting the organization's annual report and financial analyses, as well as reviewing committee budget proposals for the year.

In addition to this role, I have also taken on the position of Chair for the Governance Committee. My responsibilities include advising the President, officers, committees, and members on matters of parliamentary procedure and assisting with procedural matters during meetings. I also serve as the leader of the Policies Manual Task Force, where I help facilitate changes to the RMGPA policies manual and oversee the creation and revision of by-laws. Furthermore, the committee is tasked with soliciting nominations for office prior to the expiration of the Executive Board's respective terms.

Q: What is your favorite thing about your career?

A: What I enjoy most about this profession is its dynamic nature – no two days are ever the same. While I have the flexibility to plan my days, I also have the opportunity to engage with vendors from a wide range of industries, building both professional and personal relationships. This connection with people is one of the most rewarding aspects of my work. Additionally, the continuous opportunity for professional development keeps the role exciting and fulfilling. I don't believe there will ever come a time when I feel like I've learned it all-there is always something new to discover and new people to meet, both within procurement and beyond.



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MEMBER SPOTLIGHT

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Q: What are your interests, hobbies, or passions?

A: I enjoy spending my free time binge-watching murder mystery series and movies with my wife, traveling with my family, and attending outdoor concerts with friends. I also appreciate spontaneous gatherings with friends whenever the opportunity arises.

Q: What is the best gift you have ever been given?

A: My first iPhone was particularly memorable because it caught me completely by surprise. It was the unexpected nature of the gift that made it so special.

Q: What motivates you to work hard?

A: I am motivated to work hard because it enables me to say 'yes' more often to the people I love. Occasionally, I may have to say 'not now,' but I strive to rarely say 'no.'

Q: What is your proudest accomplishment?

A: My marriage - it is a constant reminder to make myself a little bit better today than I was yesterday and I have a partner willing to walk beside me as I grow!

Q: If you could meet three famous people – living or dead – who would they be?

A: Mansa Musa - the wealthiest man to ever live, Neville Goddard - spiritual teacher and writer, and Bill Withers - singer and songwriter.

Q: If you could go back in time, what year would you travel to and why?

A: If given the opportunity, I would choose to go back to 1996, the year I graduated high school, assuming I could bring the knowledge I have now. While I have no regrets, I would be interested in revisiting my early adult life with this newfound perspective. It would be fascinating to explore how different decisions might have shaped the trajectory of my life moving forward.

Q: What is your favorite sport? ...favorite meal? ...favorite book?

A: American football... a big plant-based salad... and my favorite author is Paulo Coelho. I greatly admire his ability to use storytelling to convey profound life lessons. His work resonates with me because of the deeper insights it offers into the human experience.

Q: Who is your hero?

A: Delores Walton (my mother).

Q: What makes you laugh the most?

A: Scrolling through social media and seeing the animal voiceover reels! Hilarious...

MEMBER SPOTLIGHT is featured in every RMGPA Newsletter.

Want to nominate someone for Member Spotlight?

Email newsletter@rmgpa.org.

MEET YOUR RMGPA BOARD

Meet Lisa Lamunyon, our new Social Media Subcommittee Chair! Lisa is the friendly soul behind RMGPA's Facebook and LinkedIn pages and was instrumental in planning for our recent Spring Conference. Welcome, Lisa – we're so glad you joined the team!



Lisa Lamunyon is a dedicated public procurement professional and a proud Colorado native! She currently serves as a Contract Administrator III at the State of Colorado Department of Public Health and Environment's Water Quality Control Division and is an active member of the Employee Council. Previously, she worked in accounting for the Colorado Department of Military and Veterans Affairs.

With a Project Management Certificate and a Bachelor's degree in Finance from

Colorado State University, and a Master's in Technology Management from the University of Denver, she brings a wealth of knowledge to her work. Known as the "uber-networker," Lisa loves connecting with others through organizations like the Colorado Government Finance Officers Association and State Employees Leading Colorado.

Outside of work, she enjoys volunteering, participating in 5k events, and playing the flute, a passion she's nurtured since grade school. Lisa is a diehard Coldplay fan and also loves watching marching bands!

Look for more RMGPA Board of Directors member profiles in upcoming issues! If you're interested in volunteering on a committee or helping out at an event, email vicepresident@rmgpa.org.



The Current State of AI in Public Procurement

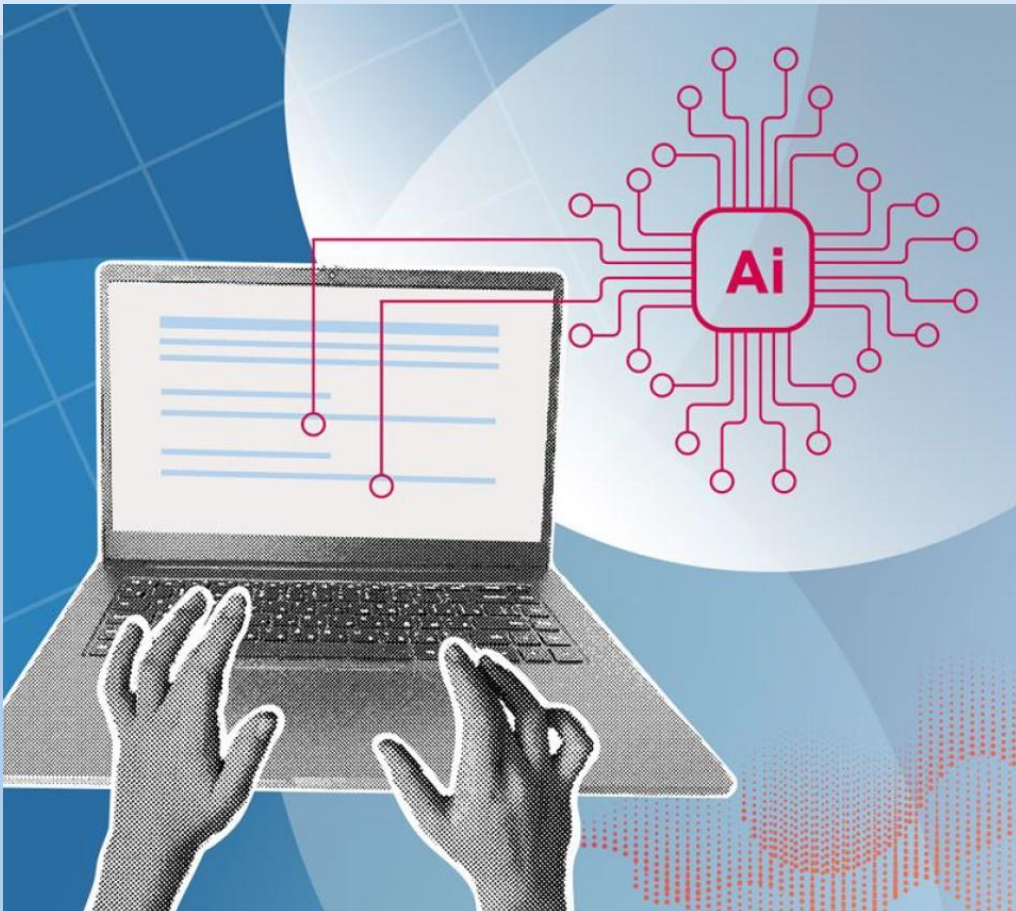
Artificial intelligence is no longer a future possibility—it's already reshaping public procurement. As AI adoption accelerates, procurement teams face both unprecedented opportunities and unique challenges.

In this whitepaper, you'll learn:

- How AI is transforming public procurement processes
- Key challenges in AI adoption and how to mitigate them
- The role of generative AI and predictive analytics in procurement
- Real-world examples of AI implementation in state government
- A step-by-step guide to building an AI-ready procurement strategy

This essential guide helps public procurement professionals navigate the evolving landscape, ensuring compliance, efficiency, and transparency in AI-driven procurement.

Download now to prepare your procurement team for the future of AI.



LEGISLATIVE UPDATE

The RMGPA Legislative Subcommittee has been hard at work reviewing over 700 bills from the Colorado Senate and House to determine their relevance to our membership. Currently, nine key bills are being tracked:

HB25-1025: Stockpile of Essential Materials Distribution

Summary: This bill expands the circumstances under which the state can distribute essential materials from its stockpile during declared disaster emergencies. The authority of the division of homeland security and emergency management has been broadened to include distribution without prior consultation with the public health department and to add nonprofit and faith-based organizations as eligible recipients.

Last Action: Signed by the Governor on March 26, 2025.

HB25-1061: Community Schoolyards Grant Program

Summary: Establishes a grant program for the development of community schoolyards, including planning grants up to \$150,000 and capital construction grants up to \$850,000.

Last Action: Introduced in the House and referred to Appropriations on February 13, 2025.

HB25-1130: Labor Requirements for Government Construction Projects

Summary: Aligns apprenticeship utilization requirements for public projects and allows counties to opt in to state requirements. It also authorizes project labor agreements to enhance project delivery.

Last Action: Introduced on April 3, 2025.

SB25-077: Modifications to Colorado Open Records Act (CORA)

Summary: Proposes changes to CORA, including response time adjustments to 5 working days, clarification on public records, and payment options for record requests.

Last Action: Vetoed by the Governor on April 17, 2025. (Possibility the veto could be overridden by Senators before session conclusion.)

SB25-158: State Agency Procurement & Disposal of Certain Items

Summary: Establishes procurement policies for firearms and requires law enforcement agencies to develop policies for the disposal of firearms.

Last Action: Passed Senate Third Reading on April 17, 2025.

Postponed Indefinitely (Bills that died):

HB25-1052: Income Tax Credit for PERA Retirees

HB25-1152: Tech Accessibility Liability for Contractors

HB25-1158: Digital Education Materials Integrity

SB25-135: Colorado Government Efficiency Authority

**[Read the Legislative Subcommittee's detailed April 2025 report](#)
(Click on "Legislative Updates" in the Document Folders section.)**

Registration is Now Open!

July 27 – 30, 2025
Denver, CO



Early Bird Rates Through April 30

In Person: \$965 Members | \$1,210 Non-Members

Virtual: \$345 Members | \$495 Non-Members

Earn **up to 19.5 contact hours**, whether you join in person or virtually. All sessions are **recorded and available on-demand**, so you can catch up on missed content or revisit key takeaways at your convenience.

Prices Go Up On May 1! [Register Now](#)



PLUS: RMGPA has put together a Visitor's Guide for Forum attendees. Please help us share all of the amazing things Colorado has to offer!

[See the RMGPA Forum Resources Page](#)

Local Governments Must Proactively Navigate Tariff Uncertainty in Contracting

By Paul J. Brennan, FNIGP, CPPO
President at ProcurePath; Director of Purchasing, County of Rockland



Local governments across the U.S. are facing an increasingly unpredictable procurement landscape as global trade policies and tariff uncertainties impact the cost of goods and services. With some suppliers already factoring in 50% to 60% price increases due to tariff speculation, municipal procurement officials must take a proactive approach to protect taxpayer dollars while ensuring continuity of services.

Why Tariff Uncertainty is Driving Up Costs

Suppliers, uncertain about future tariff policies, often hedge their risks by padding prices in competitive bids. While this is a natural business response, it can lead to significant cost increases for government contracts, some of which may not even be necessary if tariffs remain unchanged.

Rather than absorbing inflated pricing based on speculation, local governments should mitigate risk by implementing flexible contracting strategies that allow for price adjustments based on actual, verifiable tariff impacts.

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Strategies for Local Governments to Address Tariff Uncertainty

To ensure fair pricing while maintaining contract flexibility, procurement professionals should consider incorporating targeted solicitation and contract clauses that:

- Increase transparency in supplier pricing
- Prevent excessive price padding
- Allow for price adjustments only when justified
- Ensure local governments benefit from tariff reductions

Here are examples of key contract and solicitation clauses that local governments can implement to better navigate tariff uncertainty:

1. Require Cost Transparency to Prevent Price Padding

Solicitation Clause: Cost Breakdown Requirement *"Bidders shall submit a detailed cost breakdown identifying the base product cost, estimated tariff percentage, freight, and any other cost components. The agency reserves the right to request supporting documentation to verify the reasonableness of pricing, including supplier invoices, historical pricing data, or manufacturer quotes."*

2. Implement a Tariff Adjustment Clause with Verification

Contract Clause: Tariff Impact Verification Before Adjustments *"Suppliers requesting price increases due to tariff changes must provide detailed cost breakdowns, including the original tariff rates and the new imposed rates, supplier invoices, and other supporting documentation. The agency reserves the right to audit supplier records to verify tariff-related costs. Any unverified or excessive increases shall not be accepted."*

3. Use Indexed Pricing to Ensure Fair Adjustments

Contract Clause: Indexed Pricing with Market Benchmarking *"The agency may request a review of contract pricing at any time during the contract term to determine if the pricing remains consistent with current market conditions. If tariff rates decrease or if market conditions indicate a reduction in total cost of materials, the agency reserves the right to request a price adjustment."*

4. Protect Against One-Sided Price Increases

Contract Clause: Tariff Refund & Price Reduction Clause *"Should tariffs be reduced or removed during the contract term, the contractor shall pass the cost savings on to the agency through an equivalent price reduction. The contractor must notify the agency within 30 days of any tariff reduction and submit revised pricing accordingly."*

5. Use a Two-Tiered Pricing Model to Separate Product Cost from Tariffs

Solicitation Clause: Two-Tiered Pricing Model (Fixed + Variable Tariff Component)

"Bidders shall submit pricing in a two-tiered format: (1) a fixed price for the base product and (2) a separate, adjustable tariff cost component. The tariff cost component will be subject to adjustment only when documented tariff changes occur."

Proactive Contracting is Key

As tariff uncertainty continues, local governments must take a proactive approach to ensure fair, competitive, and flexible pricing in their contracts. By integrating cost transparency, indexed pricing, and verification mechanisms, agencies can mitigate the risk of inflated pricing while maintaining contractual flexibility in response to real tariff changes.

These strategies empower government procurement professionals to negotiate smarter, drive cost efficiencies, and protect taxpayer dollars.



About the Author

Paul J. Brennan, FNIGP, NIGP-CPP, CPPO has more than 27 years of experience in public sector procurement. He has been actively involved in promoting public procurement and educating public procurement practitioners throughout his career.

Paul served on The Institute for Public Procurement (NIGP) Board of Directors for 12 years and was elected president of the institute from 2009-2010. In 2016, Paul received the institute's highest honor, the Albert H. Hall Award, and was named a Fellow of the Institute.

Paul's achievements also include his service on the Executive Board of the New York State Association of Municipal Procurement Officials, which began in 1996, and his service as president from 2004-2006.



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"From the top down, **ATR Staffing** has proven time and again to be a partner in fulfilling our staffing needs. No matter how large or small the request, it is always greeted with an ear to our needs and a response that provides us with the fix we seek in both a timely and effective manner. I would highly recommend **ATR Staffing** for your staffing needs. It will be one of the best decisions you will ever make!" ~ *University Client since 2015*

Life After Procurement: How to Give Back to the Profession

Editor's Note: This is the fourth in a series of articles imagined and coordinated by Christine Oberman, C.P.M., CPPB, APP, State of Colorado – Retired, and RMGPA's 2024 Lifetime Achievement Award recipient. Her original article appeared in our 2024 Summer Newsletter. Thank you, Chris, for all you have given to the realm of public procurement, and for your ongoing support of RMGPA.

This issue's ideas and suggestions come to us from Ron King, CPPB, CPPO, VCO, VCM, Master NIGP Instructor, Author of NIGP Textbooks, Mentor to Many, and Friend to All.

Public procurement is a great profession. It gave me great pleasure to know that what I was doing was helping others – helping a researcher to get what he or she needed to fulfill a grant obligation, a group of farmers to try new and better ways to grow crops or raise animals, to make citizens' visits to the museum more meaningful and educational – while being a good steward of the public's tax dollars. As public procurement professionals, we need to remember how much others rely on us to help them do their jobs, and take it as a compliment when we have so many beating down our office doors.



I love teaching classes for my fellow procurement professionals. I enjoy sharing the knowledge and helpful hints I have picked up along the way of my 31-year career. I especially enjoy teaching NIGP's Introduction to Procurement in the Public Sector class. I almost always learn something when I teach a class--a new way to think about an issue, a new way to handle a procurement, or a more effective way to handle a situation with a supplier. Life-long learning is important to keep our minds working and to keep us up-to-date and relevant, so we can truly be an asset to our entity and to the public.

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I am a true believer in the adage, "You only get out of something what you put into it." By helping educate and grow others through teaching, mentoring, and serving as an example, we are giving back to our profession. It is good for my soul to do so. We can inspire others without even knowing it.

I remember early in my career when I was an Account Executive for Virginia's Division of Purchasing and Supply, I was reviewing a one-person procurement department. The entity's procurement manager was an older woman, though she was probably younger than I am now! I mentioned to her that she should consider the Commonwealth's "new" procurement certification – the Virginia Contracting Officer (VCO) program. I really didn't think she would be receptive because she was nearing the end of her working career.

A couple of years later, she sought me out at a conference to tell me that she had earned her VCO certification, and that the only reason she had done so was because of my somewhat offhand comment to her. She was almost beaming and so proud of herself – as was I! Her story filled me with so much pride and joy.

We just never know how profoundly we can affect someone's life by a simple comment or suggestion.



SUPPLIER DIVERSITY DIRECTORY

The State of Colorado's Supplier Diversity Business Directory is now live!

View the [directory](#) to find Colorado's small, diverse-owned, and veteran-owned businesses as well as businesses located in [HUBZones](#).

Buying from small and diverse businesses strengthens our local economy by creating jobs, helping improve and maintain our local public infrastructure through tax revenue, and benefiting our communities both socially and economically.

The state benefits from a stronger competitive base with a more diverse supplier pool, can better respond to emergencies, and provides more continuity in the supply chain and better adaptability to fluctuations in the economy.

COLORADO Supplier Diversity Business Directory

User Guide | Learn how to become part of the directory!

Verified Business Indicator Definitions

Business Category: [Dropdown]
City: [Dropdown] | State: [Dropdown] | Zip Code: [Dropdown]
Business Name: [Dropdown] | Business Description Search: [Text Input]

Business Name	Address	City	State	Zip Code	Email Address	Phone Number	HUB Zone	Small	Diverse	Veteran	Service-disabled Veteran	Website	Business Description	Business Category
1. 3 Rocks Engineering & Surveying	430 Main Street	Canon City	CO	81212	office@3rocksengineering.com	7194305333	Y	Tier 2	N	N	N	www.3rocksengineering.com	Civil, Structural, Traffic Engineering. All Survey services	Professional, Scientific, and Technical Services
2. 4B Marketing	209 Kalamath St UNIT 13	Canon City	CO	81212									consultative services and threat, and market solutions, and	Professional, Scientific, and Technical Services
3. 633 Construction	470 Tamarro Drive	Canon City	CO	81212									with the way improving performance	Construction
4. ABW Consulting	PO Box 38364	Colorado Springs	CO	80937	contact@s@abwcconsulting.ai	7199607804	N	Tier 1	Y	N	N	https://www.abwcconsulting.ai/	ABW Consulting, based in Colorado Springs, is a project controls firm specializing in artificial intelligence automation and custom Generative Pre-trained Transformers (GPT's) creating solutions designed specifically for the construction and infrastructure industries. Our services include establishing and maintaining project schedules, managing budgets and costs, and forecasting financial performance throughout the	Professional, Scientific, and Technical Services

Visit the Colorado Supplier Diversity Directory!

Additional Resources:

- [Supplier Diversity Directory – Buyer FAQ](#)
- [Colorado Supplier Diversity Directory – User Guide Video](#)
- [How Buyers Can Diversify Supply Chains](#)

Behind the Scenes, Beyond Expectations: Strengthening Public Procurement Across Colorado

Thank You! This quarter, we were proud to welcome RMGPA members on behind-the-scenes tours of Amazon's **Loveland Delivery Station** and **Aurora Fulfillment Center**. These visits showcased how Amazon's operational infrastructure supports public agencies with fast, reliable delivery — including for emergency response, education, workforce development and daily procurement needs. From robotics and real-time logistics to our investment in Colorado jobs, these tours offered a firsthand look at how Amazon helps local governments deliver for their communities.



Empowering Students at Thornton Middle School

Amazon surprised students at Thornton Middle School with laptops and STEM equipment, helping bridge the digital divide and inspire future innovators. *Featured in the Northglenn Thornton Sentinel: "Amazon unveils Halloween surprise of new technology at Thornton Middle School"*

Investing in Colorado's Next Generation

We served as **title sponsor of Denver Startup Week**, earning recognition from **Governor Polis** and **Mayor Johnston** for our support of local entrepreneurship. Throughout 2024, Amazon supported a series of education-focused initiatives:



- Sponsored the **Adams 5 Star Foundation** and **City Year**, advancing student success
- Awarded an **AFE scholarship** to a high school senior in Aurora
- Partnered with the **Delta Eta Boule Foundation** to fund **15 scholarships** for STEM-bound seniors, who received Fire Tablets and met astronaut **Ed Dwight** and Senate Majority Leader **James Coleman**

(continued on next page)

Emergency Response: Fast, Flexible Procurement When Every Second Counts

This quarter, Amazon Business continued to support emergency preparedness and response across Colorado agencies. Whether facing wildfires, severe weather, or supply chain disruptions, our platform helps procurement teams act quickly and efficiently with:

- **Real-time access** to critical supplies and emergency inventory
- **Commitment-based warehousing** and **budget tracking** tools to simplify planning and approvals
- **Custom catalogs** and **blanket POs** to streamline high-volume orders
- **FEMA-aligned reporting features** to support smooth reimbursement processes

Did You Know? Amazon Business Accepts Purchase Orders

Many agencies are surprised to learn that Amazon Business fully supports **Purchase Orders (POs)** — making it easy to align with internal procurement policies and streamline approvals. **We offer flexible PO workflows, including:**

- **PO issuance and invoicing** tailored to public sector needs
- **Blanket POs** for recurring or department-specific purchasing
- **Budget allocation tools** to help track spend by department or funding source

Looking Ahead

If anything above sparks ideas or aligns with your agency's goals — whether it's emergency readiness, educational outreach, or improving procurement processes — don't hesitate to reach out. Contact [Ken Moore](#) or [Manny Coya](#) directly to schedule time or learn more about how Amazon Business can support your team. We'd love to partner with you on the road ahead. **Here's to another year of impactful collaboration!**

2025 Events with RMGPA

- **FC Tour & Small Business Hour:**
May 28th (Colorado Springs)
- **FC Tour & Sustainability Hour:**
June 18th (Thornton)
- **IT Procurement Lunch & Learn:**
September 17th (Virtual)



UPCOMING ONLINE EVENTS

Courses

NIGP Pathways courses are designed for **busy procurement professionals**, offering flexible options to meet diverse learning needs.

[Courses by Topic](#)
[Courses by Format](#)
[Upcoming Courses](#)

Webinars

NIGP webinars, always free to members, provide **valuable learning on hot topics** in procurement, helping you stay informed.
90 min | Contact Hours: 1

[View Schedule](#)

Mastermind

The Mastermind Program is geared towards empowering **mid-to-senior leaders** to sharpen their skills and maximize their role as an influencer and leader in public procurement.

[Coaching for High Performance Workshop](#)
May 8
Contact Hours: 7

[Leadership Gold](#)
May 14 – June 20
Contact Hours: 9

Learning Labs

An educational series that provides learners with **best practice guidance** on a variety of technical and hard skills needed for public procurement success.

[Lab 1: Learning Lab 1: Intro to Enterprise Risk Management \(ERM\)](#)
May 6

[Lab 2: Understanding Insurance Regulation](#)
May 13

[Lab 3 - Risk Analysis and Procurement, Identifying and Treating Risk](#)
May 15

[Lab 4 - Introduction to Bonds and Sureties](#)
May 20

[Lab 5 - Bonds and Sureties a Deeper Dive – Bid Bonds and Performance Bonds](#)
May 22

[Lab 6 - Cybersecurity - Procurement's Role in Managing Supplier Cybersecurity Risk and Wrap-up](#)
May 29



When you register for a NIGP-hosted course, be sure to identify yourself as a member of RMGA. NIGP will give back 5% of gross revenue to RMGPA for each registration.



NSITE

NIGP's Online Member Networking Community

Connect, Communicate, and Collaborate with peers from across the country at all different stages in their careers.

Get answers from colleagues who have been there, done that. Share ideas, challenges and opportunities 24/7.

[Join a Community Today](#)

Radio NIGP

View the current show and past episodes **[HERE](#)**

DOCUMENT LIBRARY

Thousands of solicitation templates to aid in your development activities

[SEARCH THE LIBRARY](#)

DICTIONARY OF TERMS

Comprehensive reference for commonly used procurement terms and concepts

[VIEW DICTIONARY](#)

NIGP CODE

Universal taxonomy for identifying commodities & services in procurement systems

[GO TO NIGP CODE](#)



Free CPPB/CPPO Certification Prep

There's never been a better time to get certified

In addition to the new practice tests, take advantage of NASPO's FREE CPPB and CPPO self-study tools available to any public procurement professional seeking their certification!

These resources are designed as a self-study tool to assist in your personal study efforts to achieve your prestigious certification.

Note: There is no instructor for these resources.

These study tools include:

- Practice exam questions as a self-assessment tool
- Links to readings and free resources aligned by NASPO staff to the new UPPCC Body of Knowledge and Competency (BoK-C)
- Recordings of previous instructor-led class recordings discussing the six domains
- Access to a discussion board to engage with other professionals preparing for the exam
- Other helpful tips and resources to help you study

[Learn More](#)



COOPERATIVE CONTRACTS

STATE OF COLORADO PRICE AGREEMENTS

COLORADO GOVERNOR'S OFFICE OF INFORMATION TECHNOLOGY

COOPERATIVE PURCHASING AGREEMENTS –
COLORADO DEPARTMENT OF TRANSPORTATION (CDOT)

NASPO VALUEPOINT

OMNIA PARTNERS

SOURCEWELL

COOPERATIVE EDUCATIONAL PURCHASING COUNCIL (CEPC)

COLORADO BOCES ASSOCIATION/AEPA

EQUALIS GROUP

BUY BOARD

TIPS

MULTIPLE ASSEMBLY OF PROCUREMENT OFFICIALS (MAPO)

PAVILION



Powering the critical work of public procurement in Colorado



Helping you overcome public procurement challenges



Increase Competition

With access to a vast supplier network, increase your vendor participation by 75%.



Automate Bid Evaluations

Reduce evaluation time by up to 50%, with automated bid analysis.



Simplify Compliance

Built-in regulatory compliance helps streamline your auditing processes.



Modernize Contract Management

Reduce contract cycle time by up to 45%.



Public Sector-Specific Solution

Don't change to meet your technology, have your technology meet you.

Learn more at sovra.com

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2025 RMGPA BOARD OF DIRECTORS

POSITION	OFFICER NAME	E-MAIL
President	Doug Clapp	president@rmgpa.org
Vice President	Rosalyn Potter	vicepresident@rmgpa.org
Secretary	Stephanie Glockzin	secretary@rmgpa.org
Treasurer	Marisa Donegon	treasurer@rmgpa.org
Past President	Trudi Peepgrass	pastpresident@rmgpa.org

2025 STANDING COMMITTEES

COMMITTEE	MEMBER NAME	E-MAIL
Budget & Finance	Marisa Donegon (Chair) Derrell Walton	treasurer@rmgpa.org
Education & Programs, including: • Conferences/Events • Educational Classes & Seminars	April Cooke (Chair) Ryan Yarrow	vendorevents@rmgpa.org programs@rmgpa.org
Governance, including: • Nominations/Elections • Strategic Planning	Derrell Walton (Chair)	elections@rmgpa.org vicepresident@rmgpa.org
Membership, including: • Awards & Scholarships • Legislative • Mentoring	Diana Cantu (Chair) Tate Hedgespeth Whitney Mugford-Smith Beth Hewes Heather MacMillan Nancy Allen Trudi Peepgrass Doug Clapp	membership@rmgpa.org legislative@rmgpa.org pastpresident@rmgpa.org
Chapter Enhancement, including: • Community & Vendor Outreach • Vendor Expos & Reverse Trade Shows • Sponsorships	Dana Reichers (Chair)	vendorevents@rmgpa.org
Website, Marketing & Communications, including: • Newsletter • Social Media • Photography • Historical/Resource Library	Tara Larwick (Chair) Aran Raz Stephanie Glockzin Lisa LaMunyon Rosalyn Potter	marketing@rmgpa.org newsletter@rmgpa.org info@rmgpa.org

If you are interested in taking an active role in RMGPA and would like to volunteer for a position on any of our committees, OR if you would like to help out on a one-time basis, please reach out to the RMGPA Vice President at vicepresident@rmgpa.org.



Official Chapter **NICP** The Institute for
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