



The Copper Connection

OCTOBER 2009

Website and RTS and Forum - oh my!

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Just two words: WEBSITE and REVERSE TRADE SHOW. OK, that is really more than two words, but you get the picture. If you haven't taken a minute to see the chapter's developing website, get out there and look us up!

www.copperchapter.com

Mark it as a favorite and check in every now and then to keep up on the latest activities and opportunities with the chapter. This is a long awaited milestone for the chapter. Thanks to Cherie who is the driving force behind getting the site up! Thanks also to Planet Links, LLC for developing and hosting the site!

The Reverse Trade Show (also led by Cherie "when do I have time to breathe" Odeski) has shifted into high gear. With just a little over one week until show time, there still are several opportunities for you to get involved.

This is our major fundraiser for scholarships, and YOU are the draw. Let's have a great turnout on November 4th!!!

Finally, thanks to the chapter for sending me to the 2009 NIGP forum in St. Louis. I really did get a lot out of the forum. As I mentioned at the September meeting, all presentations are available online this year, and I encourage you to browse

through and download the presentations that appeal to you.

I wasn't the only one fortunate enough to attend forum. The proceeds from last year's Reverse Trade Show helped us send others, too. Read about all of our experiences in this newsletter.



Melissa Hala'ufia

Reverse Trade Show Needs You!



**There are still opportunities for YOU to volunteer!
Contact a committee lead if you are interested.**

Facility, brenda.wilson@pima.gov, 740-8059

Food, brenda.wilson@pima.gov, 740-8059

**Registration, denise.waldo@pima.gov, 740-8458 or
victoria.cortinas@tucsonaz.gov, 837- 4140**

Sponsors/Donations, ruth.estrada@tucsonaz.gov, 837-4132

Handouts/Giveaways, nancy.page@pima.gov, 740-3563

**Communication, laura.jestings@tucsonaz.gov, 837-4135 or
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Program, christina.shipansky@tucsonaz.gov, 837-4131

Signage, victoria.cortinas@tucsonaz.gov, 837- 4140

A Funny Thing Happened on the Way To the Forum!

A First Timer's Experience

by **Melissa Hala'ufia, Pima County**



NIGP Forum was definitely a new experience for me as I have never attended a convention of any type in the past.

"First Timers," as newbies are affectionately called, are first welcomed into the fold at a newcomers' event early on in forum and assigned an "old-timer" buddy. If San Antonio in 2010 will be your first forum, you will receive a bright red ribbon for your name lanyard identifying your status as a "First Timer," so if you look lost and alone or seem to be wandering aimlessly, someone can help you out. It also identifies you to the Quality Control Team (QCT), a team professionally trained to spot wayward first timers and direct them on their way. Think of it like the nametag you paste on your kid's shirt the first week of kindergarten so no one puts him on the wrong bus home. In all seriousness, NIGP forum is very welcoming and there is a lot of time and effort that goes into making sure that you get the most out of your forum experience.

Yeehaw!



**NIGP
Forum
2010
San
Antonio,
TX**

Mornings at forum are great as there is an entertaining plenary session to enjoy while you sip your coffee or tea. It's a very nice way to ease into a jam packed day of sessions. There is pretty much something for everyone in the daily sessions. You can't be too indecisive about the sessions you will attend; some fill up rather quickly and you may not get a seat. Sessions are interesting and informative, with a lot of interaction among the attendees. Truthfully, this interaction among attendees was the best part of forum for me. There are a lot of new ideas and information to be had by talking with other attendees. Bring lots of business cards as people are happy to email you information after forum!

Another highlight of the forum was the Award/Recognition Luncheon. It was great to be a finalist in the Small Chapter of the Year award as we had a table right up front in the action with our local group. AEP and OA4 recipients are recognized at the luncheon. Our table was on the edge of their seats to hear the results of the Small Chapter of the Year award and the Buyer of the Year award. Although we were not successful this year in securing these awards, it was still a great experience to have the chapter and Cherie in the running. We'll definitely be back next year!

I had the opportunity to represent the Copper Chapter by speaking at the Chapter Excellence session. Showcased were our Pro-D program and our free webinar series held over the summer. Other chapters were very interested in these two programs that we provide at no cost as value added professional development and educational opportunities to members. The room was a-buzz when I raffled off a Copper Chapter sun and anniversary dinner paperweight to two people seated in the "lucky" chairs under which I had secretly placed numbers before the session.

Categorized as a small chapter, our size is definitely inversely related to our strength and presence nationally. I was greatly impacted by the respect and recognition given to the Copper Chapter. Here we are, a small chapter not even in the heart of Arizona, and we are well recognized. It is our effort at the local and national levels, volunteering our service in the promotion of our profession, that gains us this respect and recognition.

I thank all of you for your dedication to the chapter that helps us excel on both the local and national level. I hope that many of you will be able to attend the forum in San Antonio next year so you too can experience first hand the NIGP Forum.

NIGP Board Region XI Report

by Marcheta Gillespie, City of Tucson



Although procurement professionals throughout the country are experiencing unprecedented financial challenges, it was encouraging to see many of our members and our exhibitors come together in St. Louis, MO for the 2009 NIGP Forum. NIGP leadership and staff are working hard to provide a quality service to our membership, while making very tough decisions on how to work through the current economic challenges. The Forum provided excellent educational and networking sessions as well as several outstanding speakers. For me, the most memorable speaker was FDNY Deputy Fire



Chief Richard Picciotto. He delivered an amazing account of his survival and escape from the second tower of the World Trade Center.

One of the most important aspects of the NIGP Forum is the opportunity to come together with your peers from around the country (and from around the world) to network, share ideas, discuss issues and take back to our respective agencies new information, fresh perspective and solutions to our common challenges. As part of the NIGP Board, I was impressed by the high quality education, event planning and execution accomplished by the NIGP staff and the hundreds of volunteers from the membership. If you are ever in St. Louis, be sure to visit their unique St. Louis City Museum!

As your Region XI Board of Director, I wanted to share some of what I tackled while on the ground at Forum. The NIGP Board is addressing some very challenging matters:

- ★ We are working on updating our Strategic Plan, which will be shared with the membership soon. This plan will align our resources (remember, the economy is affecting the Institute just as it is affecting our agencies!) with the priorities of the membership.
- ★ Although we are experiencing a reduction in the demand for on-site education, we are looking to new delivery methods to share the much needed information in more cost effective ways.
- ★ The Board has also been discussing an approach to develop Guiding Principles for the profession, an initiative that you will hear more about in the near future.
- ★ Staff is continuing to refine the new website and has been pleased with the feedback and the offering of ideas for improvement. Many thanks to those of you who have shared your experiences in that area.
- ★ The Student Knowledge Community is developing a toolkit for chapters and regional leaders to utilize in expanding our reach into various levels of the educational community.
- ★ The NIGP Observatory has taken the next steps toward offering benchmarking data to the NIGP membership, an initiative that I am very pleased to see progressing. We had a meeting with members from Region XI to discuss common challenges, success stories and opportunities for a regional leadership summit.

A great deal was accomplished at this year's Forum, and I was so pleased to be able to attend with the Copper Chapter's support. Anyone interested in details about any of the initiatives I have mentioned or that I am involved in, you can contact me and I will be happy to elaborate. It is an honor to represent this region and all of you at the national level. Moreover, it is an honor to contribute to this profession as we work together to elevate the role and the value of the profession nationally and internationally.

THANK YOU all so much for the scholarship support of my attendance at the Forum this year!!

NIGP Chapter Relations Report

by Laura Jestings, City of Tucson

The Chapter Relations committee is an exciting committee to be on since our activities have direct impact on the Copper Chapter. The committee has 13 members and each member represents a region. I represent the chapters in Region XI. A key difference in Marcheta's role and mine is that she represents NIGP and the Board to Region XI members. I represent Region XI chapters to the Board. This committee serves as the eyes, ears and mouthpiece of the chapters so do not be shy to convey your Chapter needs, concerns, successes, etc., to me.

This Committee meets face-to-face two times a year (at forum and at the fall Board meeting) and we have conference calls throughout the year. Our chapter's support in helping me attend both the forum and the fall meeting is greatly appreciated.

Thanks, Copper Chapter, for helping me get to forum and the meeting!



My first committee assignment was to reach out to Region XI chapter presidents and ask about their successes, challenges, trends, and how NIGP can help them. I shared the responses at the forum meeting. Various themes from the chapters emerged:

- How can we get more members to sign up for classes?
- How do we survive during tough economic times?
- How do we get more volunteers to help out?
- How do we get more people to attend our meetings, especially in those chapters that cover lots of geography?
- How do we handle personality conflicts within our chapters?
- How do we identify and reach out to national members in our area who we would like to invite to be chapter members?

My primary role on this committee will be to continually outreach to the chapters, to convey their feedback to the Chapter Relations Committee and to the Board, and to communicate back to the Chapters. Another role on this committee will be to help create chapter resources that can be published online.

The Chapter Relations Committee also facilitates the Chapter of the Year, the Manager of the Year, and the Buyer of the Year awards. I am on a sub-committee that is reviewing the award process and award applications. This upcoming year, the Chapter Relations Committee will continue to facilitate all of these awards; however, NIGP is considering moving the Manager/Buyer awards to the Honor and Awards committee. Stay tuned for more details on this.

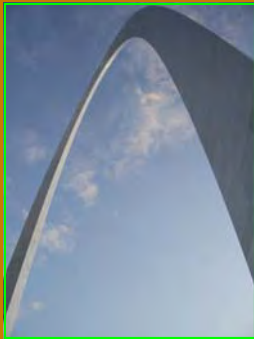
In addition to attending the committee meeting, I thoroughly enjoyed the educational offerings and socializing that the forum offered. Workshops that I particularly liked were "Stop me before I strangle somebody!" (and the speaker lives in Phoenix and could be a resource for our chapter) and "A Brief on Debriefing: Successful Debriefing of Unsuccessful Offerors." My favorite workshops, though, were those related to chapters: Chapter Leadership Symposium and the Chapter Excellence Workshop. Chapters shared great ideas at the excellence workshop:

- Creating a rewards program for participants.
- Using technology to facilitate chapter meetings.
- Creating a volunteer recognition program.
- Offering free webinar series to members.
- Creating a mentor program.
- Developing a Matchmaker program (i.e., a twist on the traditional Reverse Trade Show; vendors pre-register for 10-minute one-on-one sessions with agencies of their choice).

For more info on these ideas, go to NIGP.org; search for Chapter Events; then click on Chapter Events at Forum; and scroll down.

**All in all, the week in St. Louis was informative, productive, and fun.
Thanks again for supporting my attendance.**

Forum Photographs



The famous arch and its wonderful view!



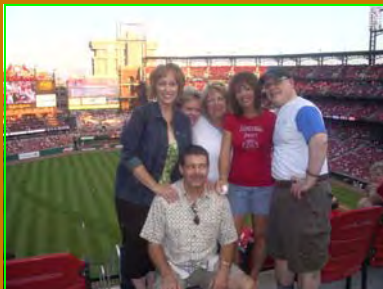
Our chapter's Buyer of the Year, Cherie Odeski.



We're on the big screen! We didn't win 2009 but watch out 2010. We're coming after it again!



Proud to have a member serve on the Board.



At the baseball game.



Our chapter attendees, enjoying the awards luncheon.



Melissa speaks at the Chapter Excellence workshop. There was lots of interest in our free webinar program.



Cherie plays monopoly at the vendor expo.



Winding down the week at the Presidential Banquet. The lovely lady next to Cherie is Mike Clawson's wife.



MELISSA DID A GREAT JOB!

St. Louis 2009: The Gateway to Excellence

by **Cherie Odeski, City of Tucson**



Thank you for sending me to forum!

It was an honor to represent our chapter as a national finalist for Buyer of the Year.

I think we're gonna win it someday so please continue to participate in our chapter's awards program.

The Chapter Leadership Symposium held the Saturday before forum was an amazing experience. There are always so many ideas that come from the different parts of the country and the world. We had a participant at our table that was from Taiwan.

One of the main topics of discussion was how to attract and keep members in today's market. Some of our most valuable benefits are intangible. The challenge is not to promote them as intangible. We as an organization have to understand that time has become the new currency. With cutbacks and downsizing our time has become more valuable than ever. We need to provide return to the members for their investment of this valuable commodity, time. We can advertise the benefits of membership, but we have to be able to articulate the value of membership.

The biggest values received from membership include educational opportunities to fulfill the requirements that are necessary today for promotion and recertification. Networking with peers – Membership offers access to a tremendous knowledge base that can save us time from doing extensive research. Membership is an investment in their career.

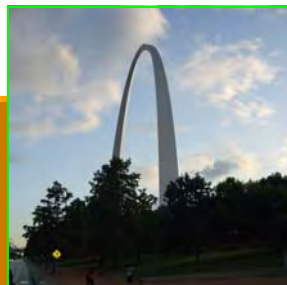
We as a chapter need to use people's talent and not their time. It was suggested to create a type of HR database to identify the talents of the individuals. Use this to identify and maximize resources.

Technology has changed the amount of work that is being done. Believe it or not, we are doing more now than we were before. Everything is instantaneous. We take home work.

Today there is an association for everything. Our purpose is to give a voice to our members. Joining the Copper Chapter of NIGP is a career investment. The value we offer in return is to help them gain recognition with their peers and in their community. They are able to gain access to continuing education which in return will advance their career.

We have to stop marketing the meeting itself. We need to market the value of the meeting.

Always remember what you send out or offer to members conveys what you think they are worth.





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NIGP is the National Institute of Governmental Purchasing. Since 1944, NIGP has developed, supported and promoted public procurement practitioners through premier educational and research programs, technical services, and advocacy initiatives. With over 2,500 member agencies representing over 16,000 professionals across the United States, Canada and countries outside of North America, the Institute is international in its reach.

The Copper Chapter of NIGP is composed of various members from Southern Arizona. We host regular meetings and professional development courses, and we offer scholarships to support continued education. We provide an excellent opportunity for you to develop your leadership skills and help grow the strength of the procurement profession in your community.

Visit our website at www.copperchapter.com

Upcoming Events

Monthly Meetings are held on the 4th Tuesday of each month at the Pima County Public Library, 101 N. Stone, Basement.

October 27, 2009

Monthly meeting

November 4, 2009

Reverse Trade Show

November 24, 2009

Monthly meeting

December Holiday Party

Date/Location TBD

Got ideas for The Copper Connection? Contact us!

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