

**SPECIAL POINTS OF INTEREST:**

- Return of RVTS
- Infrastructure Grant Money Tips & Tricks
- Procurement Pros Doing Great Things



**INSIDE THIS ISSUE:**

- Your Board at Work** 3
- Last Trainings of the Year** 3
- Member Spotlight: Ryan Blaine** 5
- “Money, Money, Money”** 6
- Spring Chapter Meeting** 7
- Procurement Pros Doing Great Things** 8
- Membership Updates** 9

# Procurement Prose

VOLUME 11, ISSUE 1



SEPTEMBER 2022

## Letter from the President

Hello! For those that don't know me I am Carrie Champlin, and I am the newly elected president of



IPPA. I have worked in public procurement for over 15 years. I started at the Division of Purchasing as an

administrative assistant and worked my way up to an assistant buyer before leaving in 2014 for the Idaho Department of Environmental Quality. Today I am a contracts manager there and loving the work I do to help Idaho's environmental community.

When I joined IPPA many years ago I was most looking forward to meeting government procurement folks to network and ex-

change ideas since I was new to procurement at that point. I was blown away by the number of ideas, knowledge, and advice I received as being part of this wonderful organization. In procurement there is always a different question or challenge we face every day. What I love about organizations like IPPA is that there is a member who has done something similar to a challenge we may have or at least can offer a path to help get the project going.

This year we have transitioned back to in-person events and combining those with virtual events. One of my biggest concerns with IPPA is the ability to connect with all of the members in the state of Idaho. We have several members in North Idaho and Eastern Idaho that can't travel to the Treasure Valley for clas-

ses and events so our goal by our Fall Chapter meeting is to have a mechanism that will allow all members to participate in the events.

We will be hosting our 11<sup>th</sup> annual Reverse Vendor Trade Show in November. We are returning to a former location this year at Boise State University. This is a wonderful opportunity to connect government procurement folks and the vendor community.

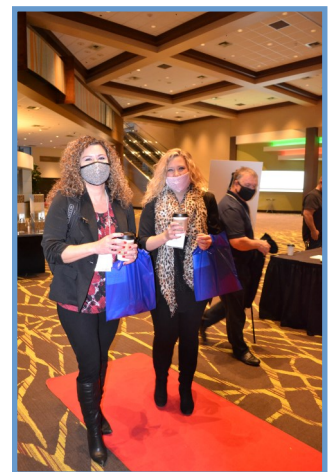
Overall, my goal for the continued success of IPPA is the continuation of networking and offering great educational opportunities to our members. I encourage you to reach out to myself, one of the board members, or another IPPA member for questions on a future solicitation or project. Thank you for being a member of IPPA and I look forward to seeing you all at an upcoming event soon.

## The Return of the RVTS—in Person!

By Alyssa Ellington

You might remember 2021 was a huge milestone for our annual Reverse Vendor Trade Show—**10 years!** This well-attended event brings vendors and Idaho government buyers together year after year. We decided to go out on a limb and bring everyone back together in person again, for the first time in almost two years at Boise Centre. The

theme “*The Show Will Go On*” was a reflection of what us as procurement professionals have faced the last two years in our careers amidst COVID. This Moulin Rouge-inspired theme included a paparazzo and red carpet as well as art deco marketing to celebrate our 10 years. Thank you for trusting us and participating—we were delighted by the amount of government agencies and vendors in attend-



# RVTS Continued



ance and all of the positive feedback we received. It was a good amount of people to where we were still able to spread out so that we could adjust to this new setting while keeping people at ease. It was apparent we were all happy to gather again and see each other's smiling faces (with masks on)!

For our 10 year anniversary we wanted to do something special for our attendees, so we brainstormed with the local [PromoShop](#) and came up with the idea of a limited edition Idaho coaster set for all who registered, as well as a giveaway for a special IPPA Cordova cooler! We hope you were able to go home with something you can actually use every day!

We had a very special philanthropic partnership with local [Hand & Paw](#), who helps pets in need by providing them life-saving food, supplies and grants for emergency vet care. We were able to bring in \$250 as well as many supplies and future connections for this organization.

For our education piece, we opted for two tracks of break-out sessions in the morning this time and had some amazing special guests such as Dustin Lanier of *Civic Initiatives*, Jennifer Sulentic of *CompareCoOps* and Steve Rutherford, the COO of Ada County. Additionally, we hosted

the “Doing Business with Government Agencies” panel again because it’s always well-attended. Lastly, we can’t forget to mention our amazing keynote speaker, Shawn Miller of BestDayHR who left us with some timely information on the current work climate.

Thanks to all who helped make these sessions a success as well as our event as a whole. We always says this but we couldn’t do it without your support each and every year. We love procurement and sharing knowledge—what a great venue this is for that purpose. These connections made at the RVTS benefit us all in the long run.

## 2022 RVTS

Our RVTS committee is hyper focused and hard at work getting the 11th Annual RVTS planned and ready to go for **November 16, 2022!** We’re so excited to be bringing the show back to **Boise State University** this year (Go Broncos!)—it’s been six years and we are just switching it up! **Registration is open** so spread the word and make sure you get signed up. Share with your vendors and fellow procurement colleagues. Survey results always come back saying vendors want more agencies represented. Do you have connections with agencies that have not attended before? Please spread the word about this valuable event and help get them registered. It’s free for all government agencies and that includes a light breakfast, lunch and training as well as

access to many vendors during the heart of the event – the reverse trade show.

The theme we chose this year was **“Embracing Versatility”** because so many of our agencies have had to be flexible and versatile as a result of

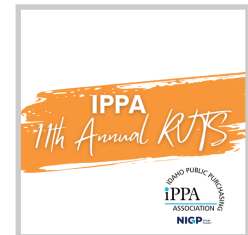


COVID and may be working in a hybrid setting now, often times with even heavier workloads due to staffing issues.

We also have an exciting lineup of break-out sessions that will be announced very soon as well as special guest **Darin Matthews** who will be our keynote speaker at lunch!

**If you are interested in getting involved with the RVTS Committee, please reach out to RVTS Chair, Alyssa Ellington at [RVTS@nigp-idaho.org](mailto:RVTS@nigp-idaho.org).**

We can’t wait to present to you this amazing show again—see you all on November 16, 2022!



*“Our committee is hyper focused and hard at work getting the 11th Annual RVTS planned and ready to go for November 16, 2022!”*



# Your Board at Work By Robyn Swaney



**Some of our 2022 board members at the new Fish & Game building in Boise**

Your board has been hard at work since the last newsletter and there are a couple new faces, but many people moved into different positions too. This is one advantage of being an IPPA board member; you

have the opportunity to gain experience in different leadership roles. For example, Shannon Shaffer was the Special Events Chair and now she is the our new Treasurer. She has honed her skills in planning various special events and now she is working on her accounting skills.

Another benefit from volunteering on the board is the chance to attend the NIGP Chapter Academy, where chapter leaders join together learning how to improve their chapters through communications, membership retainment and recruitment, and offering beneficial educational opportunities. *This event has been virtual the past two years but this conference will be in person in a new format this year in St. Louis, MO!*

If you want to get involved in IPPA, there are many ways to volunteer.

Currently, the Awards and Special Events Chair positions are vacant, and we're still looking for a Communications Chair if you're interested in websites and marketing! Also, you can always sit on a committee too, for example, our RVTS Committee.

If you want to help out or have any questions, reach out at [ippa@nigp-idaho.org](mailto:ippa@nigp-idaho.org)

## Last Trainings of the Year

Course	Location	Dates	Instructor	Course Cost
NIGP Core Certificate: Foundations of Sourcing and Contracting	<b>Transitioned to Virtual</b>	October 5-7, 2022	Mr. Victor Leamer, CPPB	\$655 Member \$755 Non-Member
IPPA Fall Lunch and Learn: CM/GC Contracting Process in Idaho	<b>Meridian City Hall</b>	October 18, 2022	CCDC's Amy Fimbel and Kathy Wanner, CPPB	FREE Member \$15 Non-Member
NIGP Competency Module: Protests and Appeals	Virtual	October 24, 2022	Mr. Darin L. Matthews, NIGP-CPP, CPPO, CPSM, FNIGP, C.P.M.	\$165 Member \$265 Non-Member
NIGP Specialization Certificate: Construction Procurement	<b>Transitioned to Virtual</b>	November 2-4, 2022	Mr. Darin L. Matthews, NIGP-CPP, CPPO, CPSM, FNIGP, C.P.M.	\$655 Member \$755 Non-Member
NIGP Competency Module: Contract Management and Performance	TBD	December 12-13, 2022	Mr. Zac Christensen, NIGP-CPP, CPPO, CPPB	\$470 Member \$570 Non-Member



Have any training or lunch & learn topic ideas? Send them to Pro-D Chair, Drew Evans, at [training@nigp-idaho.org](mailto:training@nigp-idaho.org)





# IPPA 7th Annual RVTS

**"EMBRACING VERSATILITY"**  
**NOVEMBER 16, 2022 8-4 P.M.**  
BOISE STATE UNIVERSITY  
JORDAN BALLROOM



## *Reverse Vendor Trade Show*

This popular show is in the reverse of a typical trade show - government agencies host the booths, vendors attend and have direct access to numerous Idaho government agencies all in one place.



## *Educational Break-out Sessions*

There will be a variety of thought-provoking educational break-out sessions offered for both vendors and government agency attendees.



## *Luncheon & Keynote*

Your registration also includes a networking luncheon full of fun including giveaways, recognitions, philanthropy, and an inspiring keynote presentation.



REGISTRATION AND SPONSORSHIP PACKAGES AVAILABLE NOW AT  
[WWW.NIGP-IDAHO.ORG/RVTS](http://WWW.NIGP-IDAHO.ORG/RVTS)

# Member Spotlight: Ryan Blaine



Ryan and his family  
in Seattle

*“Don’t give up  
on your dreams!  
You never know  
where they  
might take  
you...”*

Ryan & daughter,  
Abigail



In 2014 I took a part time position as an office assistant for the Facilities Operations & Maintenance group at Boise State. This allowed me to work while attending school to work on my General Business Degree. A few weeks after starting the job, the new semester started. At this time I was 32 years old and quickly realized that I had a very different perspective on school as compared to most of the 18-22 year old's in my classes.

As part of the General Business 101 course, various faculty members from the Business College would present to the class to provide insight as to what sort of career paths you could take according to your business degree. A member of the Supply Chain Management staff mentioned Purchasing. This peaked my interest and I began researching the ins/outs of Purchasing. I quickly learned that this was something I wanted to go after.

A few months into my job, a position opened up at the University for a Freight & Material Handler. It was a full-time position that included full benefits, including reduced tuition. I applied and was successful in landing the job. For the next two years, I delivered freight/mail on campus while still attending school. As part of this position, I worked closely with the Storekeepers who were responsible for maintaining a small warehouse of goods for campus use. As I became more familiar with their job functions, I knew that that was the next logical step in gaining some purchasing experience. As luck would have it, one of the Storekeepers left for another opportunity, and I quickly submitted my application. Within a few weeks of the application period closing, I was offered the position and started learning everything I could about purchasing off state contracts.

After spending some time as a Storekeeper, I started looking into what the next steps would

be to move up within the Purchasing realm. Turns out it was a Buyer. Away I went, applying for EVERY Buyer position that was open within the state of Idaho agencies. I was close to being vested in PERSI and as a teacher's son, knew that that was not something I wanted to give up. It also helped that I was now married, had a son, and it is hard to beat the cost of insurance when you work for a public agency.

After multiple failed submissions, and one failed interview, I had another opportunity in front of me. This time with the Idaho Transportation Department. As I headed to the interview, I was unaware of what was about to take place behind the scenes.

I arrive at the interview, along with five other candidates, and we proceed into a training room. I am not a huge fan of group interviews, but I was in the room and was not going to let it get to me. After a few group activities, and a round robin of questions, I left feeling fairly confident about where I stood compared to the others in the group. A few days went by and then I got a call to come back for a second interview. In the first interview, the ITD HQ Purchasing team participated, the second was with the Purchasing Agent and her supervisor. As we were going through the interview process, I decided to trust my gut with my response to their final question, that being, “Do you have anything else you want to add before we wrap this up?”. I will never forget my response... “I am not going to be that person that walks in the door with a ton of experience. However, if given the opportunity to join your team, I will be that person who will do everything I can to learn the job functions and will always give you everything I’ve got to get the job done.” Several weeks later, I was offered the Buyer position and for the first time, felt like I was making real progress within the career I had

chosen.

Shortly after joining the ITD team, I was informed of all the things that took place behind the scenes. I was 1 of 16 people who had applied and passed the exam in order to make the hiring list. The Purchasing Agent, along with the ITD team, had narrowed the candidate pool down to 14 people. One member of the team commented that if they were going to interview 14 of the 16 on the list, why not just include the other 2. Based on exam scores, I was the 16<sup>th</sup> person on that list. To add to that, between the time I submitted my application, and the time the ITD team decided to offer me the position, my direct supervisor at Boise State had retired. When the Purchasing Agent tried to call my supervisor as a reference, they were told that “She does not work here.” Nothing about her retiring, simply, “She does not work here.” Some members of the ITD team quickly began to question my references until one person said, “Hold up a minute. I think she retired but let me check.” After some phone calls, it was confirmed that she did in fact retire and my reference list was not bogus.

I spent 18 months as a Buyer before being promoted to a Senior Buyer. I found myself in the same position again, wanting to move up within the Purchasing field, trying to find an agency with an open Purchasing Agent spot. After a surprisingly short search, I am enjoying my role as the Purchasing Agent for the Idaho Department of Fish & Game. **DON'T GIVE UP ON YOUR DREAMS!** You never know where they might take you...

When I am not working, I can be found in a basketball gym or on the golf course. I have been married for seven years to my wife Heather, and enjoy doing all sorts of things with our two kids, Dawson and Abigail.

# “Money, Money, Money”

By John Adler, CPPPO (courtesy of NIGP)

*I'm sure many of you have been seeing this type of funding coming through so we thought this article would be beneficial to you and your agencies.*

President Biden signed the infrastructure bill, and soon state and local procurement folks will help spend \$1 trillion in critically needed federal funds.

Here are the numbers according to the Associated Press:

- \$110 billion for roads and bridges
- \$39 billion for public transit
- \$66 billion for passenger and freight rail
- \$7.5 billion for electric vehicle charging stations
- \$5 billion for electric and hybrid school buses
- \$65 billion for internet
- \$65 billion to update the electric grid
- \$25 billion for airports
- \$55 billion for water and wastewater

That is a lot of money folks. Soon state and local governments will be lining up with grant applications, and federal agencies will be working to distribute the money. Contractors, suppliers, and consultants will be looking to offer ideas on how best to spend the money. State and local government officials and executives will be pushing hard for a fair share of the pot and pushing staff to spend it on key priorities. Procurement folks can look forward to adding these projects to their already long list of procurements.

\$1 trillion in public works will send shock waves through the industry. We can count on material and labor shortages, rising prices, and limited competition. It's looking like a seller's market. Get ready pro-

curement colleagues, it is going to be a very busy ten years.

## Plan, Plan, Plan

Keep an eye on your agency grant applications to get an idea on what is coming down the pipe. We will need resources, so fill the vacancies and get your budget requests in. You may need to supplement your team with consultants and augmented staff. This may also be a good time to pre-position some contracts for materials and services. Cooperative purchasing will be critical. If you do not already have them, you might consider setting up Job-Order-Cost contracts for the smaller projects.

## Review Grant Requirements

Each federal agency will have different grant compliance requirements. It's important to study the grant applications. Buy America, diversity and inclusion, Davis Bacon, Brooks Act, and other requirements will continue to apply. Include these requirements in your contracts now, as you will not be able to add them later.

## Consider Alternate Project Delivery Methods

The old Design-Bid-Build procurement process may be much too slow in this spending environment. Check your procurement laws first to see if alternative delivery methods are permitted. All but a couple of states permit use of the Design-Build and Construction Manager at Risk delivery methods. However, state law may restrict use of alternate methods to certain projects or prescribe specific procurement methods.

Procurement should be recommending which project delivery method is best for each project. In

my next blog, we will discuss the various alternate project delivery methods and how to choose the best one for each project.

## Let's Talk

Procurement will soon be on the frontline when the infrastructure money starts coming in. Please share your ideas on how we can prepare for the spending, and how we can work together cooperatively in this seller's market.

*John O. Adler, CPPPO has over 40 years of experience in public sector procurement and has served the industry as an author, instructor, and consultant. Along with John, the NIGP Consulting Program has numerous industry experts available to help support your entity. The program provides a wide variety of procurement consulting services, including Staff Augmentation, Strategic Procurement Assessments and many more. For further information on the NIGP Consulting Program, please visit the NIGP website or contact Marcheta Gillespie, NIGP Consulting Program Manager, at [mgillespie@nigp.com](mailto:mgillespie@nigp.com).*



**“1 trillion in public works will send shock waves through the industry.”**





# Spring Chapter Meeting at JUMP!

By Robyn Swaney



Shannon Shaffer, IPPA Treasurer, giving her update

The board was really excited to host a chapter meeting in person for the first time since the pandemic AND provide a

fast, fun venue, and great speaker too! Occurring at

Jack's Urban Meeting Place in Boise a.k.a. JUMP! in the Loft room, it offered a beautiful space to host our first in-person meeting for you—our membership. We are planning to start doing more chapter meetings in this format, so be prepared for some more fun in-person chapter meetings in the future.

We conducted business as usual, recapping the events we were a part of, from Chapter Academy to the Area 8 Re-

gional Training & Vendor Showcase. Several members attended NIGP's virtual Chapter Academy this year and they heard a lot of great information to help us in future endeavors. Also, they worked on an online dashboard that the whole chapter can use for years to come to track how well they are performing under categories such as business operations and membership. The Area 8 Regional Training

*"We're also considering hosting the next regional conference which would take place in spring 2024. Stay tuned!"*



& Vendor Showcase occurred at the beautiful Sunriver Resort in Oregon again and there were some great break-outs

and speakers this year. Also, we were able to present our Individual Award Winners to the crowd, giving Megan Harvey & Shannon Shaffer some personal shout-outs. We're also considering hosting the next regional conference which would

take place in spring 2024. Stay tuned! Regarding other updates, we had 74 members at the time and all classes had been scheduled for the rest of 2022. Also, we had 17 new members join this year, some of which attended the chapter meeting! Finally, guest speaker, Lee Scott from Unleashing Leaders educated us on "Leading With Within—Field proven tips for leading public sector procurement teams." His interactive presentation gave us tips on

how to set goals with our teams, connect with our clients, organize our operations, and build our team strengths.

President, Carrie Champlin, introducing Lee Scott from Unleashing Leaders



# Procurement Pros Doing Great Things By Robyn Swaney

I would say IPPA has a lot to brag about this year when it comes to its members and members' organizations.

First off, Megan Harvey, Purchasing Business Analyst with the City of Boise received the distinguished Frank Pierce "Founders Award," which recognizes "an IPPA member who demonstrated outstanding leadership and accomplishment in the field of professional public procurement." Congratulations to Megan!

Last but not least, the Professional

Buyer of the Year award went to Shannon Shaffer, Procurement and Contracting Technician with Ada County Highway District (ACHD). The Professional Buyer recipient is "awarded to the individual who demonstrates outstanding professionalism and has contributed significantly to the field of public procurement during the calendar year." Congratulations are in order for Shannon as well!

Also, two of our amazing, long time running board members moved onto different roles this year and

we wanted to show our appreciation with awards recognizing their years of dedicated service. Alyssa Ellington, Ada County Procurement, served diligently as President for four years and now is our Immediate Past President and Membership Chair. Megan Harvey, City of

**Megan Harvey & Shannon Shaffer** pictured with their awards



Boise, served as Treasurer for a whopping six years! After her long reign, she was elected this year to be a Director-at-Large. We want to thank Alyssa and Megan for their many years of dedicated service.

Next, a big shout-out to Ada Coun-

ty Procurement for winning the National Procurement Institute (NPI) Achievement of Excellence In Procurement (AEP) Award two years in a row! They recently found out that they won the 2022 award as well.

The AEP Award is earned by public and non-profit agencies that demonstrate a commitment to procurement excellence. This annual program recognizes procurement organizations that embrace Innovation, Professionalism, Productivity, Leadership and e-Procurement.

The AEP program encourages the development of excellence as well as continued organizational improvement to earn the award annually.

For 2021, there were 181 successful applicants including

**Ada County Procurement Team** pictured with **Ada County Board of Commissioners** getting recognized for their 2022 award



64 cities, 41 counties, 36 special districts, 19 school districts, 12 higher education agencies, 7 state or provincial agencies and 2 others.

For 2022, there were 171 successful applicants including 73 cities, 36 counties, 15 special districts, 17 school districts, 14 higher education agencies, 5 state or provincial agencies and 11 others.

Ada County is the first entity in Idaho to receive this prestigious award!

Most recently, at NIGP Annual Forum in Boston, we found out that IPPA earned the Silver Performance Standards Seal once again! Congratulations to our chapter!

Also, we were recognized for "a successful Reverse Vendor Trade Show and an outstanding display of activities and engagement with your membership during Procurement Month." Congrats to IPPA and its members for all of their achievements this year!





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*Robyn Swaney,  
 Procurement Prose  
 Editor-in-Chief*

## 2022 IPPA Board of Directors

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**Director-at-Large**

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**Mission Statement**

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

## Membership Updates

**People Making Moves**

- \* Megan Harvey, City of Boise, Purchasing Business Analyst
- \* Tammi Leatham, City of Boise, Purchasing Supervisor
- \* Missy Grothaus, City of Boise, Purchasing Manager
- \* Carrie Champlin, DEQ, Contracts Manager
- \* Kathy Wanner, CCDC, Contracts Manager
- \* Kaylee Starman moved to ITD as their Grants & Contracts Analyst
- \* Sandra Ramirez moved to Idaho Department of Lands
- \* Janet Gonzalez, Ada County Procurement, is moving to Columbia!

**Retirements**

- \* Colin Milar, City of Boise, retired in 2021

- \* Joe Yochum, West Ada School District, retired in 2021
- \* Mara Minicucci, Division of Purchasing, retired in 2021

**Certifications**

- \* Heidi Moore, College of Eastern Idaho, obtained her CPPB
- \* Glyn Roberts, Idaho Department of Water Resources, earned his CPPB

**New Members!**

- \* Linda Becker, State Department of Education
- \* Sheena Boonen, Ada County Sheriff's Office
- \* Doug Buswell, Idaho Transportation Department
- \* Shanda Crystal, Bannock County
- \* Michelle Doane, Idaho Transportation Department
- \* Rick Kennedy, State Department of Education

- \* Amanda Krause, City of Boise
- \* Twylla Lane-Hall, Boise State University
- \* Wendy LaVoie, City of Lewiston
- \* Krista McKellip, City of Idaho Falls
- \* Hope Noe, College of Eastern Idaho
- \* Daniel O'Donnell, Boise State University
- \* Patty Peacock, City of Idaho Falls
- \* Jack Schweinberg, City of Boise
- \* Derick Sorensen, City of Idaho Falls
- \* Lee Velten, Idaho PTAC
- \* Jim Winchester, Idaho Transportation Department

*Congratulations to our members on their achievements, & we would like to send a warm welcome to our new members!*