

News and Views

**A Publication of the Illinois Association of
Public Procurement Officials, Inc.
Chapter of the National Institute of Governmental Purchasing, Inc.**



PRESIDENT'S MESSAGE Spring, 2009

By Catherine Link, CPPB

Spring is finally here, or at least it should be. A couple of last minute snow storms have made us doubt if we will ever see spring. I want to remind you all that the

2009 Spring Training Conference is coming quickly. The conference will be held May 7 & 8 in Bloomington. This conference will start off with a **golf outing** on Wednesday, May 6th in the afternoon. On Thursday, May 7th, we will have a **NIGP sponsored course on Ethics**. Anyone living and working in the State of Illinois will find this course extremely interesting in spite of our state making national news on this topic. On Friday, May 9th, we will have our **business meeting** along with other procurement related topics. Of special interest at this conference, we will be naming the 2009 Buyer and Manager of the year. I know you won't want to miss that and you will want to support your peers.

I wish everyone a safe, healthy and enjoyable spring. I leave you with the following quote by Mark Twain which pretty much sums up spring in Illinois.

“In the spring I have counted one hundred and thirty-six different kinds of weather inside of four and twenty hours.” ~Mark Twain

Congratulations to new CPPB's and CPPO's—

IAPPO would like to officially congratulate members of the organization who have recently completed all qualifications to earn their CPPB and CPPO designations.

2009 IAPPO Scholarship Recipients Announced

IAPPO President Catherine Link, CPPB, has announced the 2009 IAPPO scholarship recipients. Over sixteen applications were received this year. Congratulations to the scholarship award winners!

In alphabetical order:

- Cindy Anderson, CPPB, CMS Bureau of Strategic Sourcing & Procurement, \$160
- Maria Calamia, CPPB, County of DuPage, \$165
- Daina Denye, City of Elgin, \$165
- Steve Farris, Illinois Department of Healthcare & Family Services, \$230
- Darcie Garza, CPPB, County of DuPage, \$160
- Anita Juarez, County of McHenry, \$160
- Joan Morange, CPPB, County of DuPage, \$160
- Gil Rabin, CPPB, C.P.M., Chicago Public Schools, \$230
- Ray Restarski, CPPO, Village of Winnetka, \$165
- Debby Thompson, CPPB, County of DuPage, \$160
- Tyrone Tipitino, County of DuPage, \$160
- Jan Williams, CPPB, Village of Schaumburg, \$160

IAPPO awards the scholarships for registration fees toward NIGP and IAPPO educational seminars, the NIGP Forum, IAPPO conferences, and CPPB/CPPO certification fees. IAPPO's scholarships are awarded annually, and the funds must be used within one calendar year for the purpose indicated on the award voucher. The total scholarship amount for all recipients is determined by budgeted funds. Any active "Regular Member" (as defined in the Bylaws) for a period of not less than one year may apply for a scholarship. Scholarship awards are based on a point system. Applications for scholarships must be accompanied by a letter stating that the

application for funds was first made to the requestor’s entity. Applications must be received by the IAPPO president before 5 p.m. on the last day of March of each year to be eligible for consideration. Points will be considered for activities in the preceding calendar year. The scholarship application and criteria are available to download off the IAPPO.org website.

MARK YOUR CALENDARS

IAPPO 2009 SPRING CONFERENCE & TRAINING SESSION

ILLINOIS ASSOCIATION OF PUBLIC
 PROCURMENT OFFICIALS
 2009 SPRING TRAINING CONFERENCE
 NIGP “ETHICS” SEMINAR—MAY 7, 2009
 IAPPO BUSINESS MEETING, CMS,
 PROCUREMENT LEGISLATION—MAY 8, 2009
 CHATEAU HOTEL & CONFERENCE CENTER
 BLOOMINGTON, ILLINOIS

IAPPO is offering its chapter members a one-day NIGP seminar, “Ethics—A Survival Kit for Procurement,” at almost half the price that is normally charged by NIGP for a one-day seminar. IAPPO is subsidizing the balance of the fee for its members.

IAPPO Chapter Members	\$85
First-Timer IAPPO Chapter Members	\$75
Retired/Lifetime IAPPO Chapter Members	\$45
Nonmembers	\$125

The “Ethics” one-day seminar will be held in conjunction with IAPPO’s 2009 spring conference at the Chateau Hotel & Conference Center in Bloomington, Illinois. In addition to the Thursday class, the chapter will meet on Friday, May 8, from 8 a.m. to noon for a chapter business meeting, a CMS update of current contracts, discussion of current legislation affecting procurement, and another session of interest to purchasing officials.

In order to participate in the NIGP “Ethics” seminar, you need to register before April 15, 2009. We won’t have an “Ethics” textbook for you if your registration is not received before April 15. Registration forms are available on www.iappo.org and via email. The Chateau Hotel & Conference Center has held its low \$69 per night rate for us, so plan to take advantage of this low-cost training opportunity. You won’t find a better value in today’s economy.

To learn more about the “Ethics” seminar, go to <http://www.nigp.org/educate/outline/ETH.htm>. NIGP has posted the seminar on its website also.

Your \$85 registration fee will cover the following:

- One-day NIGP “Ethics” seminar on May 7
- Lunch on Thursday, May 7
- Continental breakfasts on May 7 and May 8
- Procurement sessions on Friday morning, May 8

Questions? Contact Patti Huth, CPPO, CPPB, IAPPO Education and Professional Development, at 630.357.8601 or phuth7@comcast.net.

OPPORTUNITIES FOR EDUCATION

EDUCATION AND PROFESSIONAL DEVELOPMENT

The University of Illinois-Chicago and the State of Illinois Procurement have generously opened their NIGP seminar offerings to other procurement professionals in the state. Take advantage of these NIGP seminars that are offered so close to home—your travel will be minimal. IAPPO is offering and subsidizing a **discounted** one-day NIGP “Ethics” seminar in Bloomington, Illinois, May 7, 2009, in conjunction with its spring conference. Below are some educational and professional development opportunities available in our area. Please refer to the following NIGP seminar schedule for registration information:

<https://www.nigp.org/common/Seminar/SemSched.asp>

Dates	Location
“Introduction to Public Procurement” 06/03-05/2009	Chicago, IL
“Contracting for Public Sector Services” 07/14-15/2009 & 07/28-29/2009	Chicago, IL Chicago, IL
“Performance Based RFPs” 09/08-09/2009 & 09/22-23/2009	Chicago, IL Chicago, IL

Sponsored and Subsidized by IAPPO

“Ethics, a Survival Kit for Public Procurement”*	Bloomington, IL
05/07/2009	

*Discounted registration fee.

Contact information for the NIGP seminars above:

State of Illinois Procurement
Mary Przada
Phone: 217.524.7543
Mary.przada@illinois.gov

University of Illinois-Chicago
Nancy Reynolds
Phone: 312.996.4749
nreynold@uillinois.edu

IAPPO Education & Professional Development
Patti Huth, CPPO, CPPB
Retired, Village of Lisle
Phone: 630.357.8601
Phuth7@comcast.net

MEMBER SPOTLIGHT
Features members of IAPPO and what you may or may not know about them

This issue features: **Patti Huth, CPPO, CPPB; Tyrone Tipitino**

Full Name: Patricia Ann Huth, CPPO, CPPB

Education: Bachelor of Arts in Management, Certified Professional Public Buyer, and Certified Public Purchasing Officer

Employed By: Retired in 2007 from the Village of Lisle

How Long: Worked at Lisle for 21 ½ years

Hobbies: I love to do anything outside (i.e., garden, walk, play with our dog) working out at the gym, reading

Favorite Color: Blue

Favorite Food: Lobster with drawn butter

Favorite Song: George Jones, "He Stopped Loving Her Today."

Favorite Animal: It has to be our Great Dane, Gracie.

Favorite Sports Team: Chicago Bears

Words of Wisdom: Treat others as you would like to be treated: respect, kindness, courtesy. Do something nice for someone every day—it's contagious.

Full Name: Tyrone Tipitino

Education: B.A. Northeastern Illinois University

Employed By: DuPage County

How Long: Too, too long (27 years)

Hobbies: Playing guitar, reading, cooking

Favorite Color: Candy Apple Red

Favorite Food: Pizza (Sausage, Canadian Bacon, Black Olive & Garlic)

Favorite Song: "God Only Knows" - the Beach Boys

Favorite Animal: Siberian husky

Favorite Sports Team: None

Words of Wisdom: "At the end of the day, the bottom line is, it is what it is."

NIGP Educational Corner

NIGP's 64th Annual Forum and Products Exposition

"Gateway to Excellence."

When is the Forum?

August 22-26, 2009

Where?

St. Louis, Missouri

Who should attend?

Anyone involved in the purchasing of goods and services for the public sector.

How can I register?

Watch the NIGP Website for registration information

www.nigp.org

Why should you attend?

The NIGP Annual Forum and Products Exposition is the largest North American educational conference **exclusively** for individuals in Public Purchasing! This is a once-a-year opportunity to engage in professional development and to

discover new products and services in the Products Expo. Get your share of new ideas, innovative techniques and network with your peers to find out what they are doing to meet the demands placed on them by their customers and constituencies.

Questions?

Call 1-800-FOR-NIGP x227 or x242 or email us at forum@nigp.org

Legislative Committee Review by Larry Widmer, CPPB & Rick Hughes, CPA JD, Co-Chairs

. HB2369 would amend the Illinois Procurement Code. It would provide that a purchasing agency, chief procurement officer, associate procurement officer, or State purchasing officer may not enter into an agreement (i) to purchase or lease goods on behalf of a State agency unless 100% of the goods to be purchased or leased under the agreement are made or assembled in the United States or (ii) to procure services on behalf of a State agency unless 100% of the services to be procured under the agreement are provided within the United States. It would require each vendor, bidder, contractor, or subcontractor who submits a bid or enters into a procurement agreement with a State agency to certify compliance with these requirements. It would also authorize certain exemptions from these requirements. Requires the purchasing agency, chief procurement officer, associate procurement officer, or State purchasing officer to terminate agreements for noncompliance and to collect from the vendor, contractor, or subcontractor an amount equal to 25% of the value of the agreement as liquidated damages if, during the life of an agreement, the vendor, contractor, or subcontractor violates these requirements. Prohibits a contractor, subcontractor, vendor, or bidder that violates these requirements from receiving any State contracts for a period of 5 years after the violation. Authorizes a State agency to bring a civil action in State or federal court to compel enforcement of this Act. Permits courts to award reasonable attorney fees and costs to the State agency. It would become effective immediately.

The 96th General Assembly has introduced HB0379 which would amend the Illinois Procurement Code. It would authorize State purchasing officers under the jurisdiction of the Director of Central Management Services to use an electronic reverse auction procurement method for purchases of supplies and services other than professional and artistic services. It would also require that the method comply with rules adopted by the Director and that the purchasing officer first explains in writing to the Director his or her determination that use of the method will be in the State's best

interest. If passed it would become effective immediately.

Ethics Corner – by Marcia Amos, CPM, CPPB Village of Lisle

Ethics are values and principles that guide right and wrong behavior. Each of you has your own moral standards that help you decide if you will abide by the rules set forth. Donald C. Menzel stated 10 reasons why people are unethical.

Top 10 Reasons Why People Are Unethical

1. Greed--pay people more?
2. Power driven--ambition against ambition?
3. Career seeking--education?
4. Stupidity--genetic engineering?
5. Ignorance--training?
6. Competition--rules?
7. Peer pressure--education?
8. No one will know--transparency?
9. The organization made me do it--instill moral responsibility?
10. I was born this way--genetic engineering?

The majority of Public Servants are respectful and honest people. Following the policies, laws and rules will only reflect how easy it is to do what is right.

“The first day of spring is one thing, and the first spring day is another. The difference between them is sometimes as great as a month. ~Henry Van Dyke

Purchasing Events April to June 2009

- April, 2009** **MAPP Meeting..See MAPP Webpage**
www.mapp-nigp.org
- May, 2009**
- 6th** **IAPPO Board Meeting-
Bloomington**
 - 7th** **IAPPO/NIGP Ethics Class
Bloomington**
 - 8th** **IAPPO Conference
Bloomington**
 - 20-22** **Midwest Prevailing Wage Conf.
Itasca**

Articles of Interest

Making a Difference

By Steve Gilliland

Tom Peters recently stated, "Instant, mindless cutting of marketing, salaries and bonuses in the face of a downturn is often counterproductive - or rather, downright stupid. Tough times are golden opportunities to get the advantage on those who respond to bad news by panicky across-the-board slashing." With everyone's attention centered on the economy, naysayers forecasting the worst and the media fanning the flames just a bit, it has become alarmingly obvious to me that people are overreacting and sending the wrong message to themselves and others.

Earlier this month I read a newsletter from a colleague in the speaking industry who outlined what it would take to survive these tough times. I couldn't help but wonder if his advice would make a difference or make the state of affairs seem even worse. In the same article he touched on the fight that loomed within our government regarding the bailout and whether or not it would help. Again, my opinion is that it was a negative outlook on a controversial subject that made me say, "How is this helping me endure these challenging times?" And just last week, I was on a conference call with a potential client who said the committee who selects the keynote speaker for their conference was leaning towards hiring an economist. No disrespect towards the committee or the economist, but is listening to someone tell people the economy will get worse before it gets better, that this is a short-term cyclical challenge, and they will be asked to tighten their belt and do more with less going to make a difference?

We can't control the economy, influence the bailout

or set policies that unravel the fiscal challenges we are facing. But we can make a difference. Prior to boarding a recent flight to Chicago, I observed a gate agent for American Airlines handling a disgruntled passenger. She was polite, focused and extremely calm. When she resolved the issue, I approached her and offered a compliment. She smiled and said, "It only takes a kind word to repel a bad attitude and make the situation appear endurable." She went on to say, "Just because the economy is tough right now, it's no excuse for being negative. I believe that if you let your surroundings control your attitude then it says something about who you really are." This woman had just confirmed for me that, in spite of what seemed to be an insurmountable situation, she was able to change a person's outlook by simply staying positive. She made a difference!

There is no handbook that tells you how to make a difference and navigate these challenging times. However, there are two things that you can do daily that will have a wonderful impact on your outlook. Count your blessings and remind yourself of what is really important. Regardless of the current situation, there is always something to be thankful for. I am appreciative for the birth of my first grandson (Karter Paul) August 12, 2008. I'm indebted to 660 clients who have hired me to speak over the last ten years. I am even thankful for the great cup of coffee I just consumed at Dunkin Donuts after speaking here in Boston. As for the important things in life, they are usually free. Your spouse, your children and your friends don't change when the economy is depressing. You need to amend the way you define success and realize that it isn't something you acquire or achieve. Success is the journey you take your whole life. It is how content and happy you are no matter what the circumstance.

I firmly believe it is a time to refocus, reignite your passion and climb to another level. It is time to accept the reality that everyone can make a difference despite the economy. Making a difference doesn't require a college degree. You don't even have to make your subject and verb agree. It doesn't require money, fancy clothes or even a nice car. It isn't held in reserve for a select few and only worth something if given by a particular person. It has no age, race or gender requirements. It is about a smile, a kind word, a listening ear, an honest compliment or the smallest act of caring, all of which have the potential to turn a life or situation around. You only need a heart filled with love and a soul that cares. It has been said that giving makes you wealthy. Count your blessings, reassess your priorities and stop listening to the cynics. God-given ability and numerous circumstances may be out of your control, but the ability to make a difference isn't.

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Steve Gilliland is one of North America's premier keynote speakers. The 660 clients who have heard his message in the last ten years is a who's who directory of Fortune 500 companies, national and state associations, and companies both large and small. He is the author of several books, including "Enjoy the Ride," "Mum's The Word" and "A License to Chill," and has appeared on radio and television across the nation. For more information, please visit his website at www.stevegilliland.com.

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FUTURE NEWSLETTER ARTICLES

Please submit any articles for the next newsletter by June 15, 2009. You may submit articles to Catherine Link via email at
celink@co.mchenry.il.us

CHANGES IN MEMBERSHIP

**If you have anything that changes your membership, such as address, email, phone number, etc., please email Patti Huth at
phuth7@comcast.net**

**This way we make sure you are receiving all IAPPO correspondence in a timely fashion.
Thank you!**