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Happy Holidays and a world of good cheer to you and your families! As we enter the final days of this year, I want to thank each of you for being a part of the National Procurement Institute. Your support and continued participation in this great Association allows for continued growth, both personally and professionally, for each of us.

I want to express my sincere thanks to the Board and Committee members. They are hard at work preparing for the next conference, which will be held at the Antlers Hotel in Colorado Springs, Colorado, October 9-12, 2016. The Antlers Hotel is located in the heart of the downtown area, within walking distance to area attractions, such as the Olympic buildings. This year's conference theme is *Achieving Procurement Excellence in 2016 - A Golden Opportunity for Success.*

Be sure to show your many accomplishments, and apply for the 2016 Achievement of Excellence in Procurement Award. Changes to



**Dawn M. Berry, CPPB**  
2015-2016 NPI President

the application have been posted on the website, and the application should be available in January 2016.

On an exciting note, please welcome our new chapter, the Public Purchasing Association of East Texas. The Board and local representatives have been hard at work getting the chapter established. They still have lots of work to do, but each day is a step towards what will be an

association that provides much needed support to East Texas. Congratulations to its new Executive Board:

- Kelli Davis, President
- Kim Gould, Vice President
- Jay Latch, Secretary
- Jennifer Nicholson, Treasurer

Again, we welcome the new NPI chapter, and we look forward to its integration into our Association.

The NPI Board of Directors is here to help. Please contact any of the Board members, should you have questions.

May the blessings of the season be with you and your family.

*Dawn M. Berry, CPPB*  
2015-2016 NPI President

## 2015-2016 Executive Officers



*President Dawn Berry*



*L to R: Second Vice President Christina Pryor, Secretary/Treasurer Mike Derr, and First Vice President Jim Tillman*

The 2015-2016 NPI Officers were elected and installed during the 2015 NPI Annual National Conference & Products Exposition held at the Tuscany Suites in Las Vegas, Nevada.

- President - Dawn Berry, CPPB, Purchasing Agent, Town of Little Elm, Texas
- First Vice President - Jim Tillman, C.P.M., CPPO, Purchasing Manager, Broward County, Florida
- Second Vice President - Christina Pryor, CPPB, Purchasing and Materials Manager, City of Chandler, Arizona
- Secretary/Treasurer - Michael Derr, Contracts/Purchasing Officer & Fleet Business Manager, County of Monterey, California

*Congratulations and Best Wishes for a Successful Term*

## 2015-2016 Directors



L to R: Directors Brian Garrity, Jay Yoho, Gilbert Garza, Kelli Davis, Kim Gould, and Tayo Sokale

The 2015-2016 NPI Directors were elected and installed during the 2015 NPI Annual National Conference & Products Exposition held at the Tuscany Suites in Las Vegas, Nevada.

- Kelli Davis, CPPB, Purchasing Agent, Gregg County, Texas
- Brian Garrity, C.P.M., CPPB, Director of Procurement, Golden Gate Bridge Highway and Transportation District, California
- Gilbert C. Garza, CPSM, Buyer 3, San Jacinto River Authority, Texas
- Kim Gould, CPPO, CPPB, Purchasing Agent, Smith County, Texas
- Tayo Sokale, CPPO, CPCM, Purchasing Manager, City of DeSoto, Texas
- Jay Yoho, Manager of Support Services and Procurement, Ohio Public Employees

*Congratulations and Best Wishes for a Successful Term*

## 2015 Carlton N. Parker Award



The 2015 Carlton N. Parker Award was presented to Ms. Penny Marchell, C.P.M., Senior Manager of Purchasing, Las Vegas Convention and Visitors Authority, during the 2015 NPI Annual National Conference & Products Exposition held at the Tuscany Suites in Las Vegas, Nevada. Penny was recognized for her many years of service to the National Procurement Institute as a mentor, leader, and a role model for the public procurement profession. Penny was very deserving of this most prestigious honor!

*Congratulations Penny!*

## 2015-2016 Presidential Award of Merit



*L to R: Recipients Brian Garrity, Penny Marchell, Ed McMullen, Dawn Berry, and Craig Rowley*

During the 2015 NPI Annual National Conference & Products Exposition held at the Tuscany Suites in Las Vegas, Nevada, January Cook presented Presidential Awards of Merit to the following individuals for going above and beyond the call of duty in their work/dedication to NPI during her presidential year:

- ◆ Dawn Berry, CPPB - Town of Little Elm, Texas
- ◆ Phillip Ellison, MBA, CPSM, C.P.M., RTSBA - Spring ISD, Houston, Texas
- ◆ Brian Garrity, C.P.M., CPPB - Town of Oro Valley, Arizona
- ◆ Edward McMullen - Birmingham City Schools, Alabama
- ◆ Penny Marchell, C.P.M. - Las Vegas Convention and Visitors Authority, Las Vegas, Nevada
- ◆ Craig Rowley, C.P.M. - NPI Executive Director

*Congratulations to all of the recipients!*

## Presidential Service Award



At the Annual Conference in Las Vegas, Nevada, Dawn Berry presented January Cook with a service award for her tenure as NPI President from 2013-2015.

## Platinum Partner



At the Annual Conference in Las Vegas, Nevada, January Cook and Craig Rowley presented NJPA with a plaque in appreciation of their Platinum Partnership with NPI.

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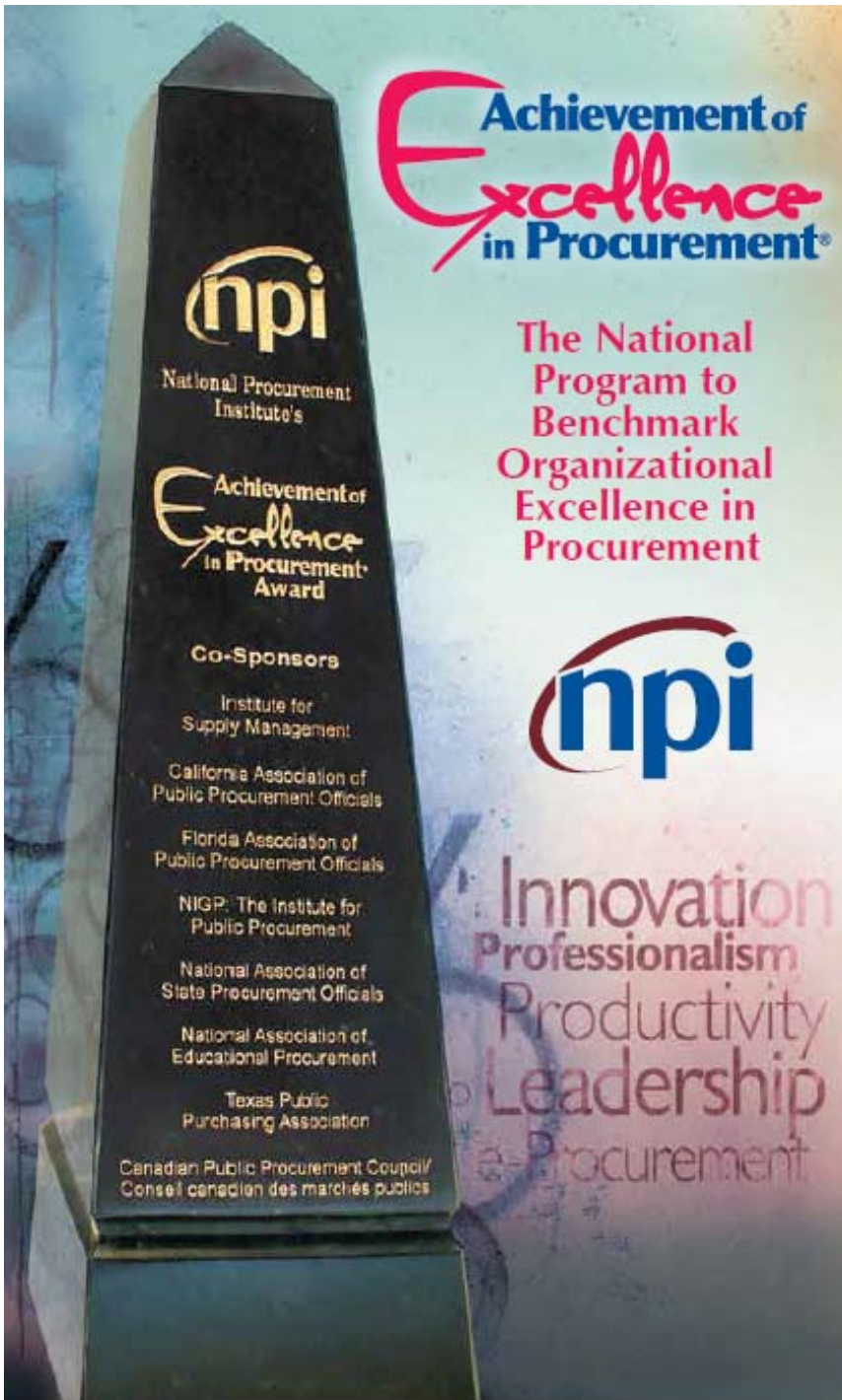
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**21<sup>st</sup> Annual Achievement of Excellence in Procurement® Award**

Start planning now for the 21<sup>st</sup> Annual AEP Award application. There are a few changes to the 2016 AEP Application that serve to clarify and overall further define the submittal requirements. You can view a summary of the changes by visiting us online at [www.npiconnection.org/aep](http://www.npiconnection.org/aep).

The application fee for 2016 is \$400 for NPI members and \$600 for non-members.

The application deadline is May 31, 2016. Find the AEP application at <https://www.npiconnection.org/aep/instructions.asp>

**AEP Model Submittals**

Need some help with the AEP application? The AEP Model Submittals were selected from actual AEP applications as examples of ideal submissions for each criterion. The examples are available to NPI members by logging in to the Member Home Page and selecting “AEP Model Submittals” from the menu bar on the left. Make sure you take advantage of this valuable NPI member benefit! Not an NPI member? You can join for as little as \$90! [NPI Membership](#)

Questions can be sent to: Brian Garrity, C.P.M., CPPB AEP Committee Chair at [aep@npiconnection.org](mailto:aep@npiconnection.org).





# Call for Speakers

The National Procurement Institute is issuing a call for speakers to provide relevant sessions to our conference delegates at the **48th Annual Conference and Products Exposition** at the Antlers Hotel in Colorado Springs, Colorado. NPI invites those interested in presenting a session related to management/leadership in public procurement, or any of the Achievement of Excellence in Procurement® Award criteria to complete and submit the Speaker Qualification and Session Description Form. **Submissions will be accepted through February 29, 2016.**

## Conference Information

**Date:** October 9 – 12, 2016  
**Location:** Colorado Springs, CO  
**Venue:** The Antlers Hotel  
**Attendance:** 120 delegates per day

## Session Information

**Educational Tracks:** Management/Leadership and AEP Award Criteria  
**Session Options:** General Session or Break-out Session  
**Session Times:** 60 or 90 minutes (proposed longer sessions may be split into segments)

For more information about this exciting opportunity and to request a Speaker Qualification and Session Description form, please contact:

Christina Pryor  
[christina.pryor@chandleraz.gov](mailto:christina.pryor@chandleraz.gov)

or

Jim Tillman  
[jtillman@broward.org](mailto:jtillman@broward.org)

## *What is the value of the NPI Conference for delegates?*

*“The 2015 NPI Conference afforded me the unique opportunity to discuss procurement trends and scenarios with municipalities from across the United States, as well as abroad, that other organizations cannot provide. It was a pleasure to attend and look forward to attending more in the future.”*

*- Tom Skinner, County of Monterey*

*“Attending the NPI conference is a great opportunity to network and collaborate with procurement professionals throughout the country. The conference program was top notch, offering sessions on a variety of topics by seasoned professionals. I look forward to attending in the future!”*

*- Carrie Woodell, Orange County*

## Chapter News

PPANCT awarded six (6) NPI Conference Scholarships in the amount of \$1,200 each to the following members:

- ◆ Cynthia Alonzo, City of Denton
- ◆ Michele Griffin, Ellis County
- ◆ Marilyn Jackson, City of Fort Worth
- ◆ Lance Wright, City of Grapevine
- ◆ Le Sealey, City of Mesquite
- ◆ Elton Brock, City of Denton

PPANCT also provided NPI with a Conference sponsorship in the amount of \$1,000 for the 2015 conference.



### East Texas Purchasing Officials Form Local Group

Purchasing officials for Smith and Gregg counties are working together to form a local chapter of the National Procurement Institute.

Smith County Purchasing Director Kim Gould, and Gregg County Purchasing Agent Kelli Davis, were recently selected to serve as directors for the national organization and hope to get area purchasing officials involved. Mrs. Davis will serve as president, and Mrs. Gould will serve as vice president of the local chapter.

“Out of all the opportunities I have had over my career, I am most excited about working to form this local association,” Mrs. Davis said. “There is so much more that can be accomplished when we work together with a common goal of saving taxpayer money. It’s my hope that we get as much participation from all our neighboring purchasing professionals, because all entities will benefit.”

Nine officials from several counties attended an initial meeting in November in Gregg County. They are hoping to spread the word to get more participation at their second meeting, planned for 1:30 p.m. on December 17, 2015, in the Smith County Commissioners Courtroom, 200 E. Ferguson in Tyler.

All purchasing officials who work for nonprofit and governmental entities, including school districts, colleges and universities, are invited to attend.

“When Mrs. Davis was initially employed by Gregg County, I inquired about the possibility of creating a purchasing co-op with other governmental offices so that the participants could make group buys and be more cost efficient,” Gregg County Judge Bill Stoudt said. “We are extremely pleased with Mrs. Davis’ performance and the co-leadership role she is playing in this project with Kim Gould.”

Mrs. Davis and Mrs. Gould are inviting all purchasing professionals within a 13-county region -- including Anderson, Camp, Cherokee, Gregg, Harrison, Henderson, Marion, Panola, Rains, Rusk, Smith, Upshur, Van Zandt and Wood counties – to become involved in the local association.

“I’m very excited to be able to have the networking ability with our local professionals, and to be able to work together and learn from each other,” Mrs. Gould.

Some of the goals set by the local chapter include education and local training of the procurement profession for the region, joint purchasing and money-saving opportunities, benchmarking, regional vendor fairs and expos, and vendor awareness of doing business with the public sector.

“Forming a local group is beneficial for Smith County and the rest of the East Texas region,” Smith County Judge Joel Baker said. “Working together will help all of the agencies involved.”

# Announcements



## New Lifetime Member

**Congratulations to**

**Bill Martin, C.P.M., A.P.P.**

Bill Martin, Assistant Purchasing Manager at the City of Richardson, recently made the decision to retire and enjoy the good life! At the NPI Annual Business Meeting held on October 14, 2015, the membership unanimously voted to honor Bill with a lifetime membership to NPI. Bill is a past president of NPI, and a long time public procurement professional. Best wishes for a long and happy retirement, Bill!



*In Loving Memory of*

*Amy Feille*

*1938 ~ 2015*



Amorelle "Amy" Feille departed this life on Saturday, May 16, 2015. Born May 22, 1938, in Moultrie, Georgia, Amy was the daughter of the late Jesse Bunn and Rosalind Morris Bunn Bryant. She was a retired public procurement professional, and was a past president of both the National Procurement Institute, Inc., and the Public Purchasing Association of North Central Texas. She was a member of Trinity Baptist Church and volunteered as a Blue Bird at Colquitt Regional Medical Center.

She was preceded in death by her husband, Ernest Feille. Survivors include her sons, Robert Wesley Vandiver of Macon and Charles Murphy Vandiver Jr. of Moultrie; a granddaughter, Katie Elizabeth Vandiver of Milledgeville, Ga.; two sisters, Valerie Kay James and Elsie Bunn Rambo, both of Orlando, Fla.; one aunt, Dorothy Morris Smith; and other family members.

Amy will be greatly missed by all of her friends and colleagues.

## Member Spotlight: Q&A with Michael Derr



Meet your 2016 Secretary/Treasurer Michael Derr, Contracts/Purchasing Officer and Fleet Business Manager for the County of Monterey, CA. Michael also serves as a Director for the North California Association of Public Purchasing Officials (CAPPO). He can be reached via e-mail at [derrm@co.monterey.ca.us](mailto:derrm@co.monterey.ca.us)

### **What is your proudest procurement accomplishment?**

*I would have to say that I'm most proud of a project that we've just accomplished in our County and that is the creation of an internal Contracts & Purchasing Academy with the emphasis of improving the County's contracts and purchasing process. The Contracts & Purchasing academy focuses on the Mechanics and Arts of the creation, entry and life cycle management of the contracts and procurement process.*

### **If you could have any superpower, what would it be and why?**

*Super listening skills, because my wife says that I'm never listening to her especially when the TV is on and one of my favorite shows are on.*

### **It's your day off. What are you doing?**

*I never have what I would consider to be a day off, because if I'm not at work doing my professional job then I'm at work fulfilling my spiritual job responsibilities to the Lord, serving as a Youth Ministry Teacher. Teaching Middle School age boys and girls on Wednesday, and then on Sunday teaching Junior High boys, and then on Friday teaching High School boys and girls.*

### **What makes you laugh?**

*People watching, I love to just sit back and watch people. People do some of the funniest and strangest things when either they don't think anyone is looking or they just don't care.*

### **When you were a kid, what did you want to be when you grew up?**

*I thought that I wanted to be President of the United States.*

### **What is one thing you would like to be better at?**

*I would have liked to have been better at baseball so that I could have made it to the professional league.*

### **If you could give one piece of advice to a college graduate entering the workforce in your field, what would it be?**

*There's not a more exciting place to be than in the procurement profession. Things are always changing and are always challenging. Prepare yourself to learn something new every day, because you'll never learn it all in school, you'll learn a great percentage of it in the real world in the work place. Be willing to learn from others don't go into it believing that you know it all.*

### **Nobody would believe it if they knew I had:**

*An M&M collection of almost every M&M dispenser ever made. I love M&M's of all flavors can't get enough of them.*

### **I'm happiest when:**

*I'm reading and preparing my weekly sermons and messages that may impact a young person's life forever.*

### **My favorite place is:**

*Church in fellowship*

### **The last book I read cover to cover was:**

*The Bible was the last book I've read from cover to cover. But I've also been forced by my granddaughter to read a couple of her favorite books from front to back more than once.*

### **The best movie I've seen recently is:**

*God Isn't Dead*

### **One thing I've always wanted to do but haven't is:**

*I've always wanted to go sky diving but haven't. I guess I just haven't found a good enough reason to jump out of a perfectly good airplane.*

### **My philosophy to work and live by is:**

*Always be true and honest to yourself and then you'll never have an issue or reason not to be true and honest to others.*

## 2015 Partners

*Thank You*  
*to our*  
*2015 Partners!*

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### **SPECIAL THANKS**

MCGRIFF, SEIBELS & WILLIAMS, INC.  
PPANCT



# 20 Years of Procurement Excellence

**Congratulations to the six entities that have achieved procurement excellence every year since the inception of the AEP program.**

**Congratulations on 20 years!**

**Wishing you 20 more!**

*(Not pictured: Washoe County, NV)*



*City of Plano, TX*



*City of Tucson, AZ*



*Denton County, TX*



*Las Vegas Convention and Visitors Authority, NV*



*Orange County, FL*

# 2015 AEP Gala



# 2015 AEP Gala





# 2015 AEP Gala



# 2015 AEP Gala



# 2015 AEP Gala



## Conference First Timers

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Past issues are posted at  
[www.npiconnection.org](http://www.npiconnection.org)



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Excited to have a large number of first time attendees at the NPI Conference! We hope it was a great experience for all of them, and that they will join us at the next conference!

## Save the Date

The Antlers Hotel in Colorado Springs is proud to host the National Procurement Institute, Inc.'s 48th Annual National Conference & Products Exposition and the 21st Annual Presentation of the Achievement of Excellence in Procurement Awards. NPI will hold the conference October 9 through 12, 2016. Come join the purchasing community for the annual series of workshops, seminars, and products exposition. Don't miss out on a great networking opportunity and a chance to discover Colorado Springs.