

National Association of State Procurement Officials
2009 Annual Conference
September 21 - 24
MontBleu Hotel ❖ Lake Tahoe, Nevada

CONFERENCE AGENDA

Monday, September 21

8:00am – 5:00pm
Convention Hallway

Registration/Information

8:00am – 9:00am
Unbuffet

Breakfast

8:30am – 9:00am
Metro D

New Member/First Time Attendee Orientation

Conducted by: Deb Damore (Vermont) and Carol Wilson (Connecticut)

9:00am – Noon
Cosmo CD

Professional Development – Keeping Up in a Down Economy

Presented by: Dr. Bob Nelson, President of Nelson Motivation, Inc.

Most employees today feel overworked and underappreciated. During times of change when we are asking them to do more with less, they report feeling less valued and more stressed for their efforts than ever before. Add to that a merger, layoff or hiring/salary freeze and employee stress can quickly turn to fear and their focus can turn myopic. Ironically, keeping morale high and keeping employees motivated and focused are the very keys to emerge stronger and increase productivity during tough times. This strategy, which is often overlooked and much misunderstood, can now be clear as Dr. Nelson will show leaders how to build morale, inspire initiative and gain competitive advantage through your greatest asset: your people. The decisions you make and actions you take during challenging times can steer the course of your department and your employees for years to come. When most workplaces are stuck in a downward spiral of fear, stress and negativity, Dr. Nelson will show you how to create a positive, motivated and focused workforce.

Noon – 1:00pm
Unbuffet

Lunch

1:00pm – 3:00pm

Regional Meetings and Roundtable Discussions

Metro C

Southern Moderator: Lee Johnson (Oklahoma)

Isaac Kervin (Alabama); Jane Benton (Arkansas); Charles Covington (Florida); Tim Gibney (Georgia); Denise Lea (Louisiana); Milo Crabtree (Mississippi); James Staton (North Carolina); Voight Shealy (South Carolina); John Bissell (Tennessee); Chris Christine (Texas); Linwood Spindle (Virginia); David Tincher (West Virginia)

Metro D

Midwestern Moderator: Ken Paulsen (Iowa)

John Donato (Illinois); Kent Allin (Minnesota); Jim Miluski (Missouri); Brenda Pape (Nebraska); Sherry Neas (North Dakota); Jeff Holden (South Dakota); Helen McCain (Wisconsin)

Metro B

Eastern Moderator: *Monica Wilkes (New York)*
Carol Wilson (Connecticut); Dean Stotler (Delaware); David Gragan (District of Columbia); Betty Lamoreau (Maine); Ellen Phillips (Massachusetts); Mike Walsh (New Hampshire); Robert Beauregard (New Jersey); Louis DeQuattro (Rhode Island); Deb Damore (Vermont)

Metro A

Western Moderator: *Greg Smith (Nevada)*
Vern Jones (Alaska); Jean Clark (Arizona); John Utterback (Colorado); Bill Burns (Idaho); Marvin Eicholtz (Montana); Michael Vinyard (New Mexico); Dianne Lancaster (Oregon); Kent Beers (Utah); Christine Warnock (Washington)

3:30pm – 5:30pm

Cosmo CD

MMCAP Briefing

Moderated by: Kent Allin (Minnesota)

Presenters: Alan Dahlgren, MMCAP Managing Director, Rose Jacobs Svitak (Minnesota)

MMCAP staff and board members will review financial and program highlights from the past year. Progress reports on several issues of significant interest to member states will be provided, including the further development and expansion of the medical supplies program and the status of manufacturer surveys regarding eligibility of non-profit organizations. Findings will also be presented from an independent analysis of MMCAP pricing compared to other group purchasing organizations.

6:00pm – 8:00pm

Opal

President's Reception

(All conference attendees and guests)

8:00pm – 11:00pm

**Tuscany Suites*

NASPO Hospitality Suite

(All conference attendees and guests)

Tuesday, September 22

7:30am – 4:00pm

Convention Hallway

Registration/Information

7:30am – 8:30am

Unbuffet

Breakfast

8:30am – 10:00am

Cosmo AB

Presentation of Colors

Presented by: The Nevada Air National Guard Color Guard

National Anthem

Performed by: Captain Melissa Buschette, Air National Guard

Welcome

Brian Krolicki, Lieutenant Governor, State of Nevada

Roll Call of the States

Jack Gallt, NASPO Director

10:00am – 10:15am

Break

10:15am – 11:45am

Cosmo AB

Keynote Address – Leadership and Accountability When It Matters

Presented by Kirk Lippold, Commander of the USS Cole

Organizations now operate in an environment where nothing can be taken for granted and change is the only constant. In his riveting recount of the Cole story, Kirk Lippold details how leaders must act in the now yet plan ahead, to help organizations cope with complex environments while operating under adverse conditions. Lippold's Five Pillars of Leadership explain his crew's ability to focus and execute as a dynamic team and will help any organization establish the framework to get the best out its people.

Noon – 1:30pm

Cosmo CD

Cronin Club Awards Luncheon

1:30pm – 2:45pm

Cosmo AB

2009 George Cronin Awards for Procurement Excellence Presentations

A presentation and summary of the top innovative state government procurement practice, as recognized by NASPO.

2:45pm – 3:00pm

Cosmo AB

Achievement of Excellence in Procurement Awards

Presented by Ken Paulsen, Iowa

3:00pm – 3:15pm

Break

3:15pm – 4:30pm

Cosmo AB

Procurement and International Trade Agreements: Understanding the Relationship between State Procurement and International Agreements

Moderated by Sherry Neas (North Dakota)

Presenters: Jean Grier, Office of the U.S. Trade Representative (USTR) and Kay Wilkie, Intergovernmental Policy Advisory Committee, IGPAC Chair

This panel discussion will cover: the relationship between state procurement and international trade agreements; compliance with the agreements, including in the implementation of the “Buy American” requirement in the ARRA; information on state-federal procurement consultations and NASPO's essential role on the Intergovernmental Policy Advisory Committee; policies on reciprocity; and other issues of importance to state chief procurement officials.

6:15pm – 9:00pm

*(Meet in hotel lobby.
Buses will depart
promptly at 6:15pm.)*

Off-site Event - Reception and Dinner Cruise aboard The Tahoe Queen

(All conference attendees and guests)

9:00pm – 11:00pm

**Tuscany Suites*

NASPO Hospitality Suite

(All conference attendees and guests)

Wednesday, September 23

7:30am – 8:30am

Unbuffet

Breakfast

8:30am – 9:30am

Cosmo AB

Minnesconsin and Wiscasota: Partnering across the Border

Presented by: Helen McCain (Wisconsin) and Brenda Willard (Minnesota)

Most states today are facing looming deficits, fewer resources and the expectation to do more with less. While cooperative purchasing efforts are certainly not news in the procurement world, Governors Pawlenty and Doyle raised the bar on interstate cooperation. Find out how the Minnesota and Wisconsin initiative was born and how the two states have collaborated in a wide variety of different areas.

Brenda Willard and Helen McCain will talk about successes, barriers, best practices, lessons learned and next steps in our partnership efforts.

9:30am – 9:45am

Break

9:45am – 11:15am

Cosmo AB

American Recovery and Reinvestment Act (ARRA) Update

Moderated by: David Gragan (District of Columbia)

Panelists: Richard Pennington (NASPO Life Member), Tim Gibney (Georgia) and Edith McCloud, Minority Business Development Agency, (U.S. Department of Commerce)

The American Recovery and Reinvestment Act (ARRA) is forcing many of us to find better, faster, more efficient and more transparent ways to do our business, without ever losing focus on the public integrity so fundamental to the government procurement function. But, there are some growing pains. This panel discussion will highlight the key procurement and contracting issues related to the ARRA and some of the challenges that states and contractors have faced implementing the Act's reporting and accountability requirements.

11:30am – 12:30pm

Unbuffet

Lunch

12:45pm – 2:00pm

Cosmo AB

Cooperative Purchasing and Stimulus Funds

Presented by: Jeff Holden (South Dakota), Doug Richins (WSCA Cooperative Development Director), Paul Stembler (WSCA/NASPO Cooperative Development Coordinator and Kathryn Offerdahl (WSCA/NASPO Cooperative Development Analyst)

This interactive session will focus on current contracts and lessons learned.

2:00pm – 6:00pm

Member Networking Time

6:00pm – 11:00pm

**Tuscany Suites*

NASPO Hospitality Suite

(All conference attendees and guests)

Thursday, September 24

7:30am – 8:30am

Unbuffet

Breakfast

8:30am – 11:00am

Cosmo AB

NASPO Annual Business Meeting

11:15am – 1:15pm

Lunch *(on your own)*

11:15am – 1:15pm

Metro ABC

NASPO Board of Directors Meeting and Working Lunch

1:15pm – 3:00pm

Cosmo AB

Green Purchasing Task Force Update: Collaboration and Cleaners

Moderated by Christine Warnock (Washington)

Presenters: Vincent Kitira (Responsible Purchasing Network), Marcia Deegler, Director of Environmental Purchasing, (Massachusetts) and Monica Wilkes (New York)

NASPO's partnership with the Responsible Purchasing Network ("RPN") is just over a year old, and this presentation will give NASPO attendees the opportunity

to review the benefits and successes of membership, the results of the 2009 Green Purchasing Trends report, and highlight future RPN and NASPO collaborations. An overview of the Massachusetts Green Cleaners contract—from the process, to the players, to the benefits of the contract will combine with a demonstration of the New York State Green Cleaning Program website to offer tips, tricks, and best practices for developing your own state or region’s green cleaning procurement programs.

3:00pm – 3:15pm

Break

3:15pm – 5:00pm

Cosmo AB

“What’s Your Solution?”

Moderated by: Voight Shealy (South Carolina)

6:30pm – 7:30pm

Metro ABC

Reception

(All conference attendees and guests)

7:30pm – 10:00pm

Cosmo CD

State Dinner and Awards Ceremony

(All conference attendees and guests)

10:00pm

NASPO 2009 Annual Conference Adjourns

** NASPO Hospitality Suite number will be announced at the conference.*