

**National Association of State Procurement Officials  
2010 Annual Conference  
August 23 - 26  
Capital Hilton ♦ Washington, DC**

*CONFERENCE AGENDA*

**Sunday, August 22**

**5:00pm - 11:00pm**

**\*NASPO Hospitality Suite/Meet and Greet**

*All conference attendees and guests*

**Monday, August 23**

**8:00am - 4:00pm**

*Foyer 1*

**Registration/Information**

**8:30am - 9:45am**

*Congressional Room*

**Breakfast**

**9:00am - 9:45am**

*Senate Room*

**New Member/First Time Attendee Orientation**

*Presented Voight Shealy (South Carolina) and Paul Mash (Utah)*

**10:00am - Noon**

*Presidential Ballroom*

**Presentation of Colors by the US Marine Corps Silent Drill Platoon**

**National Anthem**

*Performed by: Robyn Janelle*

**Welcome**

*Dianne Lancaster, NASPO President*

**Roll Call of the States**

*Jack Gallt, NASPO Director*

**Noon - 2:00pm**

*Federal A Room*

**Working Lunch/Regional Meetings and Roundtable Discussions**

**Southern Region:**

*Chair Lee Johnson (Oklahoma)*

*Vice-Chair Linwood Spindle (Virginia)*

*Federal B Room*

**Midwestern Region:**

*Chair Ken Paulsen (Iowa)*

*Pan American Room*

**Eastern Region:**

*Co-Chairs Monica Wilkes (New York) and Deb Damore (Vermont)*

*Slatler Room*

**Western Region:**

*Chair Greg Smith (Nevada)*

*Vice-Chair John Utterback (Colorado)*

**2:15pm - 3:30pm**

*Presidential Ballroom*

**Opening Keynote Address**

Perspective on State & Local Government Use of Recovery Act Funds  
*Gene Dodaro, Acting Comptroller General, US Government  
Accountability Office*

**3:45pm - 4:45pm**

*Presidential Ballroom*

**Concurrent Sessions**

**Minnesota Multistate Contracting Alliance for Pharmacy (MMCAP)  
Briefing (Optional)**

*Kent Allin (Minnesota); Alan Dahlgren, MMCAP Managing Director; Rose  
Svitak (Minnesota) and Carolyn O'Donnell (Minnesota)*  
MMCAP's leadership will describe the program's growth and challenges  
over the past year and explain plans for expanded services to member  
states.

**3:30pm - 4:30pm**

*The Senate Room*

**Surplus Property (Optional)**

*Moderated by Milo Crabtree (Mississippi) and Jean Clark (Arizona)*  
New & innovative ways to move & sell surplus

**5:00pm - 7:00pm**

*Federal AB Room*

**President's Reception**

*(All conference attendees and guests)*

**7:00pm - 11:00pm**

**\*NASPO Hospitality Suite**

*(All conference attendees and guests)*

**Tuesday, August 24**

**8:00am - 5:00pm**

*Foyer 1*

**NASPO Registration/Information**

**8:00am - 9:00am**

*Congressional Room*

**Networking Breakfast**

**9:00am - 10:15am**

*Presidential Ballroom*

**Cooperative Contracting - Options and Benefits**

*Moderated by Milo Crabtree (Mississippi)*  
*Panelists: Paul Mash (Utah); Doug Richins, WSCA Cooperative  
Development Director; Jeff Holden (South Dakota) and Tricia Reed, U.S.  
General Services Administration*  
Cooperative purchasing is growing at all levels of government. Panelists  
will talk about their cooperative contracting experiences and share  
insight into how to take advantage of these opportunities.

**10:15am - 10:30am**

**Break**

**10:30am - 11:45am**

*Presidential Ballroom*

**Green Purchasing - Workgroup Update**

*Presented by John Utterback (Colorado) and Christine Warnock  
(Washington); Judy O'Brien, The Keystone Center; Alicia Culver,  
Executive Director, Green Purchasing Institute*  
Session to include updates on the Keystone Green Products Roundtable  
(GPR) and Responsible Purchasing Network (RPN) partnership.

**11:45am - 1:15pm**

*Congressional Room*

**Cronin Club Awards Luncheon**

*Hosted by Ellen Phillips (Massachusetts), NASPO Awards Committee Chair*

**1:15pm - 1:30pm**

*Congressional Room*

**Achievement of Excellence in Procurement Awards**

*Presented by Ken Paulsen (Iowa)*

**1:30pm - 2:30pm**

*Presidential Ballroom*

**2010 George Cronin Awards for Procurement Excellence Presentations**

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

**2:30pm - 5:00pm**

**Networking Time**

**5:00pm - 10:00pm**

**Optional - NASPO Night at the Ballpark (Nationals vs. Cubs)**

*Meet in hotel lobby at 4:45 p.m.*

**9:00pm - 11:00pm**

**\*NASPO Hospitality Suite**

*(All conference attendees and guests)*

**Wednesday, August 25**

**8:00am - 9:00am**

*Congressional Room*

**Networking Breakfast**

**9:00am - Noon**

*Presidential Ballroom*

**NASPO Annual Business Meeting**

*Chaired by Dianne Lancaster (Oregon), NASPO President*

**Noon - 1:45pm**

**Lunch (on your own)**

**Noon - 1:45pm**

*Senate Room*

**2010 - 2011 NASPO Board of Directors Meeting & Working Lunch**

**1:45pm - 3:15pm**

*Presidential Ballroom*

**States Buying Smarter**

*Presented by Michael G. Caudell-Feagan, Deputy Director, Pew Center on the States; Alex Heckman, Professor, The Ohio State University; Kent Allin (Minnesota); Ron Bell (Virginia) and Kelly Loll (Georgia)*

The current economic climate has prompted policy makers and procurement specialists across the country to rethink the way they leverage state buying power. The Pew Center on the States will moderate a panel highlighting innovative new practices and lessons learned in recent state government procurement reform efforts. Following an overview of key findings from PCS's recent "States Buying Smarter" issue brief, representatives from Minnesota and Virginia will describe their work to improve purchasing and contracting practices in their states, including overcoming challenges to achieve success. Georgia's cutting-edge "Spend Management Analytics," tool, which enables state leaders to identify opportunities for cost-savings and cost-avoidance—and which provides a road map for other states—also will be featured in this interactive session.

**3:15pm - 3:30pm**

**Afternoon Break**

**3:30pm - 4:30pm**

*Presidential Ballroom*

**Higher Education Procurement and the State Regulatory Environment**

*Presented by Dianne Lancaster (Oregon), Ron Bell (Virginia), John Utterback (Colorado) and Tim Gibney (Georgia)*

A recent study and report by the National Association of Education Procurement (NAEP) and the American Association of State Colleges and Universities (AASCU) explored institutional practices and the impact of the state regulatory environment on higher education procurement. Many of the recommendations contained in the report suggest that public colleges and universities be exempt from existing state procurement statutes and rules and allowed to procure goods and services independently in the name of greater efficiency and cost savings. NASPO supports the need for streamlining the acquisition process for agencies, institutions and political subdivisions, but has raised concerns over whether or not transparency and accountability of public funds can be adequately maintained with this proposed approach. This session will focus on NASPO's response to the NAEP/AASCU report and provide state members with an opportunity to weigh in on this important public policy issue.

**6:00pm - 10:00pm**

**Reception and Dinner at Sequoia, followed by a Moonlight Monument Tour**

*Meet in hotel lobby at 5:45 p.m. Buses will depart promptly at 6:00 p.m. (All conference attendees and guests)*

**9:00pm - 11:00pm**

**\*NASPO Hospitality Suite**

*(All conference attendees and guests)*

**Thursday, August 26**

**8:00am - 9:00am**

*Congressional Room*

**Networking Breakfast**

**9:00am - 10:00am**

*Presidential Ballroom*

**What's Your Solution?**

*Moderated by Jim Miluski (Missouri)*

**10:00am - 10:15am**

**Morning Break**

**10:15am - 11:30am**

*Presidential Ballroom*

**Political Climate and the 2010 Elections**

*Moderated by David Yarkin, Government Sourcing Solutions*

*Panelists: EJ Dionne, Columnist from the Washington Post; Chris Matthews, host of Hardball on MSNBC and Mike Allen, Chief White House Correspondent for Politico*

This November, thirty seven states are holding elections for governor, with a guarantee that in at least twenty-three states, today's governor will be replaced in January, because of term-limits, retirements or loss in a party primary. With this new crop of governors will come new staff in the governor's office, a new cabinet and, in many cases, a new approach to governing. We have seen in the past that a new governor can have a profound impact on state procurement and with today's political and economic upheaval, 2011 should be no different. Join us as leading journalists give their perspective on the political climate and the upcoming elections.

**11:45am - 1:15pm**

*Congressional Room*

**Luncheon**

**1:15pm - 2:30pm**

*Presidential Ballroom*

### **Emergency Response Procurement**

*Speaker: Jacob "Jake" Hansen, Chief Procurement Officer and Head of the Contracting Activity for FEMA*

Responding to declared disasters puts tremendous stress on state and federal procurement officials. State agencies must have a clear understanding of federal laws and regulations to ensure that emergency response procurement proceeds as smoothly as possible. Coordination between FEMA and state agencies is the key to successful disaster response.

This session will explore the relationship between FEMA and state agencies and the processes involved in emergency response procurement - how FEMA works with state agencies, how (and what) FEMA reimburses, the FEMA reimbursement process, and lessons learned from previous disaster situations.

**2:30pm - 2:45pm**

### **Afternoon Break**

**2:45pm - 4:00pm**

*Presidential Ballroom*

### **Closing Keynote**

*Presented by Richard Picciotto, FEMA FDNY Chief and Highest Ranking Firefighter to Survive the World Trade Center Collapse*

In a presentation modeled after his best-selling book, *Last Man Down*, FDNY Chief Richard Picciotto offers a tribute to the lives that were lost that day. His recount is not one of death and destruction, but a celebration of life and its unpredictable nature. Picciotto offers an eyewitness account of the defining historical event of our lives; his story is that of a man, a hero, and a tragic event that inspired a nation.

**6:00pm - 7:00pm**

*Federal B Room*

### **Reception/Pictures**

*(All conference attendees and guests)*

**7:00pm - 10:00pm**

*South American AB Room*

### **State Dinner and Awards Ceremony**

*(All conference attendees and guests)*

**10:00pm**

### **NASPO 2010 Annual Conference Adjourns**

**10:00pm - Midnight**

### **\*NASPO Hospitality Suite**

*(All conference attendees and guests)*

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