

# SCAGPO *forum*



**NOVEMBER  
9-11  
2016**

*38th Annual Professional Development Forum and Trade Show*

**PLenary/KEYNOTE SPEAKERS:**



**Wednesday,  
Nov 9th:**  
**Corey Jackson**  
*From Walmart to the NFL  
(Followed by Book Signing)*



**Thursday,  
Nov 10th:**  
**Walt Stasinski**  
*You Can Be A Great Leader  
Only If You Have A Heart*



**Friday,  
Nov 11th:**  
**Rick Grimm**  
**CPPD, CPPB, FCIPS**  
*Chief Executive Officer,  
NIGP, The Institute for  
Public Procurement - From  
Occupation to Profession:  
Are You Prepared for the  
Journey?*

**GUEST SPEAKERS:**

JOHN STEVENS, CPPB • JOE TOMMIE, CPPO  
DIXON ROBERTSON • JIM DAVIS, CPPO, M.B.A.  
JIMMY AYCOCK • MIKE SPICER • TONY ELLIS, CPPO  
KIMBER CRAIG, CPPO • STACY GREGG, CPPO, CPPB  
DELBERT SINGLETON • JOHN WHITE *and more....*

**NETWORKING  
OPPORTUNITIES  
INCLUDE:**

- Networking Luncheon
- 1st Timer's Orientation
- Awards Banquet
- Silent Auction
- President's Reception
- Vendor Trade Show
- Golf Tournament
- Bowling Social
- Gala Reception
- Conversations that Connect session
- Young Professionals networking session

**ALSO  
FEATURING:**

- Silent Auction - Thursday, Nov 10th
- Golf Tournament - Nov 8th
- Bowling Social - Nov 8th
- Blood Drive - Wednesday, Nov 9th from 10-3



**Friday,  
Nov 11th:**  
**Lisa Mills**  
*Success is Spelled L-O-L  
(Followed by Book Signing)*

**MYRTLE BEACH MARRIOTT  
RESORT & SPA AT GRANDE DUNES**  
8400 Costa Verde Drive  
Myrtle Beach, SC 29572



## **SCAGPO honors our US Military Veterans for their service.**

Vendors that have served in the US Armed Forces, please see the Vendor Registration Desk to receive a token of our appreciation. Members that have served will receive their gift during Friday morning's program.



**Be sure to Download this year's Forum App on your smartphone or tablet. There is no charge for the interactive app, which includes the event schedule, speaker information, attendee information, trade show booth assignment, hand-outs, maps and more. This is also how you will rate sessions!**

**You can access the application searching in the App Store™ and Google Play™ using SCAGPO as the keyword. See Page 9 for the scan code.**

**Message from  
Stacy Gregg, CPPO, CPPB  
2016 SCAGPO President**

The year is almost over and we've had a great time continuing to grow as a Chapter. In the past few years, I've watched the Chapter transition from a group of what I called "Seasoned" Professionals to (now) a more diverse collection of experience, generations, knowledge base, needs, and goals. It is beautiful.

And what is more beautiful is the knowledge that our "small" family of over 600 members continues to be very personable and close knit. I am so excited to have this time with you at Myrtle Beach. I am equally proud of the work that Stacy A. and Clarissa C. have both invested in planning a super event for you all. I confidently speak on behalf of these wonderful ladies and their committees when I say that if you need any assistance while you are at the beach, please reach out to one of us.

Please also plan to be at our Christmas Luncheon at Capital City Club, overlooking Columbia as we honor our retirees. The registration for this event is on our website.

To our Vendors: As always, we are very grateful to our vendors for supporting our event each year. I personally market this event as the "Best Trade Show" in South Carolina. If this is your first time, I am confident that you will return. Please know that we value your attendance. Please take advantage of the entire experience, including the Professional Development opportunities. We firmly believe that your knowing how we operate and why we make the decisions we make will help you be better resources for us.

Thank you for a great two years. I cannot wait to see what 2017 brings for our wonderful Chapter!



**Stacy Gregg  
President**



**SCAGPO congratulates the following members who recently achieved their CPPO and CPPB certifications through the Universal Public Procurement Certification Council (UPPCC)**

- ◆ **Kristen C. Gordon, CPPB** SFAA, State Procurement Office
- ◆ **Wanda B. Lewis, CPPB** Coastal Carolina University
- ◆ **Kathy Santandreu, CPPB\*** SFAA, State Procurement Office
- ◆ **Sarah P. Williams, CPPB** Kershaw County
- ◆ **Margaret A. Woodson, CPPO** SC DHEC

**\* Kathy holds the distinction of being the only person from SC to Certify in the UPPCC October 2015 Class**

## 2016 SCAGPO Forum Agenda

Time

Description

Location

**Tuesday, November 8, 2016**

8:00 AM – 5:00 PM	<b>Professional Development Class – <i>Managing your End Users &amp; Suppliers</i></b> - Roger L. Ball, CPPO, CPPB, C.P.M., A.P.P.	Heron
8:00 AM – 3:00 PM	<b>7th Annual Scholarship Golf Tournament</b>	
1:00 PM – 2:00 PM	<b>Program Committee Meeting</b>	Osprey
1:30 PM – 3:00 PM	<b>Forum Committee Meeting</b>	Group Office
4:00 PM – 5:00 PM	<b>SCAGPO Board Meeting</b>	Osprey
4:00 PM – 5:00 PM	<b>Early Registration</b>	Trade Show Lobby
5:00 PM	<b>Shuttle picks up from the hotel to go to Bowling Event</b>	
6:00 PM – 9:00 PM	<b>Forum Bowling Social Event – “710” North Myrtle Beach</b>	

### Roger Ball — *Managing Your End Users & Suppliers*

Roger Ball is Director of Procurement Services at Fairfax County Public Schools based in Falls Church, VA. He is an experienced business leader with a career focus in driving performance and change by ensuring high-alignment with procurement best-practices, and increasing efficiencies and restoring credibility in the procurement function. Roger has also presented numerous workshops and seminars on a variety of procurement topics, both nationally and abroad.

In his present role, Roger provides strategic direction and oversight of a 100+ member purchasing and supply management group at Fairfax County Public Schools



Division, the 9th largest public school system in the U.S. and third largest employer in the Commonwealth of Virginia. As Director of Procurement, Roger manages over \$200 million in spend across 200+ schools and centers, and is focused on driving value through managing cost, lowering risk, facilitating revenue, and driving innovation.

Roger earned a B.A. in Economics from Clark Atlanta University, a M.S. in Management and a M.B.A. respectively from the University of Maryland University College. He holds four professional procurement certifications from the National Institute of Public Purchasing and the Institute for Supply Management.

**Message from  
Stacy Adams, CPPB  
2016 SCAGPO Vice President  
Program Committee Chair**

Service truly is the pillar of great procurement! This year's theme exemplifies a critical function of our profession: service. The service we provide as professionals makes such a difference in our communities and across our great state.

As we launch into this year's program, I first want to invite you to download the first ever SCAGPO Forum Event App! As your Program Committee Chair, I wanted to bring a service to the membership and vendor partners attending the event that would promote networking, convenience, and communication. Create your own schedule of sessions you wish to attend, and utilize the maps to find your way. Message other attendees to make connections, or follow along with presenter presentations during the sessions. Also, don't forget to rate each session you attend so we know what interests you for future quarterly trainings, or for next year's Forum. Overall, just have fun and enjoy it!

Lastly, be sure to take time to visit and thank our sponsors and vendors for making this event possible. Without their participation and partnerships, we would not be able to hold this event.

We hope you enjoy the Forum and all of the professional development opportunities available to you. Let us know how we can serve you best!



**Stacy Adams  
Vice President**

**Program Committee**

Stacy Adams, Chair  
Lisa Ackerman  
Jo Marie Brown  
Clarissa Clark  
Richard Edmondson  
Sam Hanvey  
Shateka Holliday  
Toni Marshall  
Kim Parham  
Steve Pullie  
Angela Ramsey  
Michael Speakmon  
Ellicia Thompson  
Tameeka Donald

**A list of all forum attendees may be found on the events page of our website.**

## **Forum Committee**

Clarissa G. Clark, Chair  
Stacy Adams  
Clarissa Belton  
Annette Dunemayer  
Bryan Gresham  
Linda Jackson  
Steve Pullie  
Melissa Thurstin  
Mary Ellen Williams  
Charles Wiggins  
Toni Marshall  
Jan Peterson  
David Rawl  
Sheila Pickett  
Rob Lyon  
Angela Ramsey  
Jennifer Abney  
Sam Hanvey  
Shateka Holliday  
Jo Marie Brown  
Erica Brock  
James de Luca  
Georgia Gillens  
Shannon Senn  
Valerie Duncan  
Robert Williams  
Julie Boland  
Timika Beaver  
Elizabeth Marsh

### **Message from Clarissa G. Clark, CPPO, CPPB Forum Committee Chair**

Welcome to SCAGPO's 38<sup>th</sup> Annual Professional Development Forum & Trade Show! The Forum Committee is so excited about the level of interest we've received for this year's event. You will find that the Forum & Program Committees have collaborated to bring a Professional Development event, which will be meaningful, engaging, and impactful for all attendees. We will be utilizing every room the hotel had to offer us for work sessions, social events, and special meetings.

We've heard in the past that attendees enjoyed the time of having dinner off-site. We brought this feature back to our Program for Wednesday evening. As such, please remember that the President's Reception will feature light refreshments. We also planned again this year a cocktail reception preceding the Gala in the adjoining foyer.

Finally, I wanted to share that I've had the pleasure of Chairing this committee since Past-President Georgia Gillens trusted me the opportunity in 2013. It has been a wonderful experience for me; but I believe that it is now time to pass the responsibility to a new Chairperson. I look forward to working with that person; and I thank you all for making my time as Forum Chairperson a rewarding experience.

Please enjoy your time here with us at the beach!



**Clarissa G. Clark  
Forum Committee Chair**

**Congratulations to Margaret Woodson for winning the 2016 Forum Theme Contest with “Service: The Pillar of Great Procurement”.**

**Each year the Theme Contest Winner receives one free night lodging at the Forum. Remember to submit your ideas during the next theme contest!!**

**You could be the next winner!!**

**Congratulations, Margaret!!**



## 2016 SCAGPO LEADERSHIP—OFFICERS

**Stacy Gregg, CPPO, CPPB**  
President

**Stacy Adams, CPPB**  
Vice President

**Denise Badillo, CPPO, CPPB**  
Treasurer

**LaWana Robinson-Lee, CPPO, CPPB**  
Secretary

**Clarissa Clark, CPPO, CPPB**  
Database Administrator

**Sam Hanvey, CPPB, APM**  
Past President

## Regional Directors & Directors at Large

**Jo Marie Brown, CPPO, CPPB**  
Region I

**Mary Ellen Williams, CPPB**  
Region II

**Geneva Jackson**  
Region III

**Michael Emory, CPPB**  
Region IV

**Maurice Jackson, CPPB**  
Region V

**Ruthie Bishop, CPPB**  
Director at Large

**Pamela Hassan, CPPO, CPPB**  
Director at Large

**Tammy Isham, CPPB**  
Director at Large

**Nan Johnson, CPPO, CPPB**  
Director at Large

**Jan Petersen, CPPO, CPPB**  
Director at Large

## Committee Chairs

**Rochelle P. Daniels, CPPB**  
Awards & Scholarship

**Steve L. Pullie, CPPB**  
Co-Sponsorship

**Janice Bradford, CPPB**  
Certification

**Clarissa G. Clark, CPPO, CPPB**  
Forum

**Tamika Malone, CPPO, CPPB**  
Membership

**Jo Marie Brown, CPPO, CPPB**  
Historian

**Sam Hanvey, CPPB, APM**  
Nominating

**Margaret Woodson**  
Professional Development

**Stacy Adams, CPPB**  
Program

**Information & Publicity**

Jessica Goff  
Jo Marie Brown  
Kristal Doherty  
Tammy Isham  
Tamika Malone

**Golf**

Rob Lyon, Chair  
Sam Hanvey  
Elizabeth Marsh

**Certification**

Janice Bradford, Chair  
Ashley Cash  
Jo Marie Brown  
Tameeka Donald

**Awards & Scholarship**

Rochelle Daniels, Chair  
Clarissa Clark  
Margaret Woodson  
Toni Marshall  
Wayne McRant

**Professional Development**

Margaret Woodson, Chair  
Bryan Gresham  
Tammy Isham  
Lisa Ackerman  
Jessica Goff  
Jan Peterson  
Erica Brock  
Nan Johnson  
Valerie Duncan  
Timika Beaver

**Reverse Trade Show**

Jo Marie Brown, Chair  
Denise Badillo  
Arlo Walker  
Angie Deveaux  
Mary Ellen Williams  
Shateka Holliday

**Co-Sponsorship**

Steve Pullie, Chair  
Sam Hanvey

**Historian**

Jo Marie Brown, Chair  
Mary Ellen Williams  
Stacy Gregg  
Daniel Covey

**Nominating**

Sam Hanvey, Chair  
Steve Pullie

**Membership**

Tamika Malone, Chair  
Tammy Isham  
Toni Marshall  
Sheila Pickett  
Angela Ramsey  
Elizabeth March

**Bowling**

Sam Hanvey, Chair  
Janice Bradford  
Stacy Adams



## SCAGPO 2016 Forum

The official SCAGPO 2016 Forum application is available for download to iOS and Android devices. This app has everything you need to navigate your way through the upcoming event! Install it to have full access to the detailed guide and social functionality.

Scan to Download:



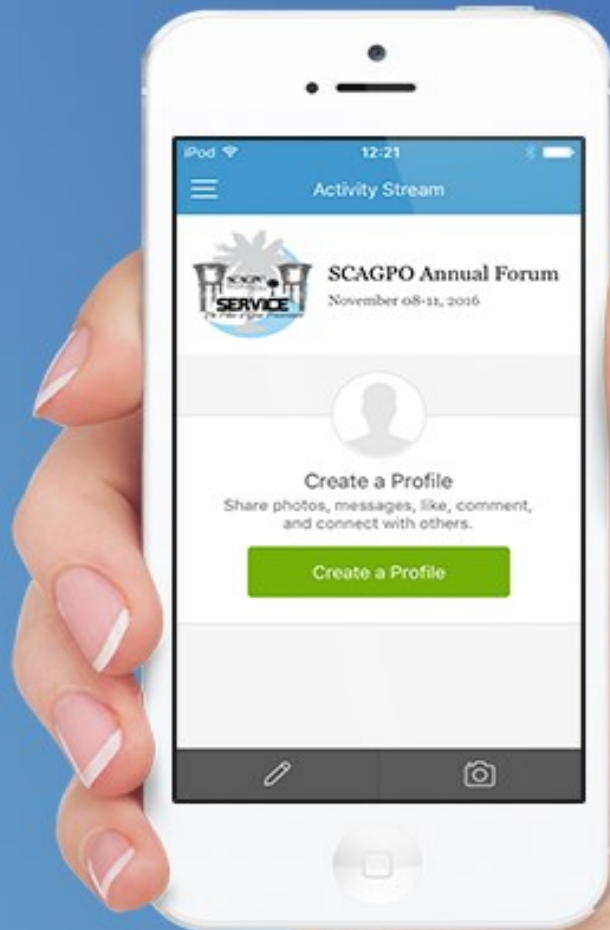
Search in markets:



SCAGPO 2016 Forum



SCAGPO 2016 Forum



## 2016 SCAGPO Forum Agenda

Time

Description

Location

**Wednesday, November 9, 2016**

7:00 AM – 8:30 PM	<b>Member Breakfast</b>	Oleander
10:00 AM – 3:00 PM	<b>Blood Drive –Mobile Unit</b> (to schedule your appointment go to <a href="http://www.redcrossblood.org">www.redcrossblood.org</a> Sponsor code: SCGov)	
7:45 AM – 8:30 AM	<b>First Timers &amp; Young Professionals Orientation</b> —Facilitated by Steve Pullie	Tides 2
8:00 AM – 5:00 PM	<b>Member &amp; Vendor Registrations</b>	Trade Show Lobby
8:45 AM – 9:00 AM	<b>President’s Welcome</b>	Oleander
9:00 AM –10:30 AM	<b>Plenary Session Speaker: Corey Jackson -- From Walmart to the NFL - Followed by Book Signing</b> (Sponsored by Michelin – Gold Sponsor)	Oleander
10:45 AM	<b>Retirement Track</b> – (pre-registration required – Space Limited)	Heron
10:45 AM – 11:45 AM	<b>Concurrent Session: IT COULD HAPPEN TO YOU - Case Study Prospective from a P-Card Administrator</b> – Jennifer Abney	Tides 2
10:45 AM – 11:45 AM	<b>Concurrent Session: Writing Justifications</b> – John Stevens, CPPB	Tides 1
10:45 AM – 11:45 AM	<b>Concurrent Session: The Value of Certification</b> - Joe Tommie, CPPO	Oleander 1
10:45 AM – 11:45 AM	<b>Concurrent Session: Conflict of Interest</b> – Dixon Robertson	Oleander 2
10:00 AM – 1:00 PM	<b>Trade Show Set-Up by Vendors</b>	
11:45 AM – 1:15 PM	<b>Break for Lunch – On Your Own</b>	
12:00 PM - 3:00 PM	<b>Technical Colleges Purchasing Peer Group Meeting</b>	Pelican
1:15 PM – 5:00 PM	<b>Vendor Trade Show</b>	Atlantic Ballroom
5:00 PM – 6:30 PM	<b>Trade Show Closes – Dinner On Your Own</b>	
6:30 PM – 7:00 PM	<b>President’s Reception</b> – Light Refreshments to be served	Oleander
7:00 PM – 11:00 PM	<b>Networking Social</b> – Election Results Announced at 7:45 – No food to be served	Oleander

To remain at the peak in a world that is forever changing, where the majority fights for more space at the bottom, we must decide to either sleep in the valley or reign supreme from the top of the mountain. —Corey Jackson



Corey Jackson — From Wal-Mart to the NFL

A world-class speaker and businessman, Corey Jackson doesn't produce excuses; he produces results. Driven by a strong sense of purpose and an incredible passion for helping others reach the pinnacle of their careers, Corey thrives on guiding others through challenging and chaotic situations. He enjoys helping people turn bleak circumstances into triumphant victories. He has done this many times in his own life, which has awarded him a great deal of success.

In 1998, one year after he graduated from high school, Corey quit his seven dollar an hour job at Walmart to pursue his dream of going to college. At the young age of nineteen, without any money, scholarship, or a clue of how to become successful, he made his mark. Armed with lots of ambition, guts, and unmovable faith, Corey purchased a one-way Greyhound ticket and went from working at Walmart to obtaining two college degrees and playing in the NFL.

Corey attended the University of Nevada where he became a two sport star playing basketball and football. At the end of his collegiate athletic career, he was faced with a unique choice of playing pro football or basketball. Ultimately, he chose football and, in 2003, he began his NFL career with the Cleveland Browns. Later on in his career, he played for the Denver Broncos. After several years in the NFL, Corey officially retired in 2008.

Prior to his retirement, Corey started his own company, Corey Jackson Speaks. Corey Jackson Speaks has allowed Corey to take advantage of his Speech Communications degree. He uses his profound thoughts, ideas, and experiences to change lives, enhance careers, and impact businesses. He is an expert in helping people increase their personal value by teaching them how to think and perform in a more productive, positive, and stress free manner. Corey has become one of the most sought after speakers today.

In 2015, Corey started FundMyPro, a company that gives back to communities all over the world through technology and innovation. FundMyPro brings Professional Athletes and their fans together in a collaborative manner to raise funds for various charitable and non-profit organizations.

Corey attributes his "get-it-done" attitude and work ethic to his father and his creativity and ability to touch people with words to his mother. His parents contributed to his deep belief and faith in God, which is the foundation for everything he does.

Corey's personal passions include spending time with his family, reading, traveling and working out. He is currently in the process of writing his first book.

Corey can be reached at [corey@fundmypro.com](mailto:corey@fundmypro.com). You can visit his website at [www.coreyjacksoninc.com](http://www.coreyjacksoninc.com).

## 2016 SCAGPO Forum Agenda

Time

Description

Location

**Thursday - November 10, 2016**

7:00 AM – 8:30 AM	<b>Member Breakfast</b>	Oleander
8:30 AM – 1:40 PM	<b>Silent Auction</b> – (Certification Committee)	Tides 1
8:30 AM – 5:00 PM	<b>Member &amp; Vendor Registration</b>	Trade Show Lobby
9:00 AM – 10:15 AM	<b>Plenary Session:</b> - Walt Stasinski - <i>You Can Be A Great Leader Only If You Have A Heart</i>	Oleander
10:15 AM – 10:30 AM	<b>Break</b>	
10:30 AM – 12:15 AM	<b>Extended Feature Session:</b> <i>Customer Service</i> - Tony Ellis, CPPO	Osprey
10:30 AM – 11:15 AM	<b>Concurrent Session:</b> <i>Future Planning: You, Your Kids, Your Grandkids</i> – Jim Davis, CPPO, M.B.A.	Heron
10:30 AM – 11:15 AM	<b>Concurrent Session:</b> <i>History of Policy Decisions</i> - Jimmy Aycock	Tides 2
10:30 AM – 11:15 AM	<b>Concurrent Session:</b> <i>Local Government &amp; Cooperative Contracts</i> – Joe Tommie and US Communities - (Sponsored by US Communities – Platinum Sponsor)	Oleander 1
10:30 AM – 11:15 AM	<b>Concurrent Session:</b> <i>Time Lines &amp; Service Level Agreements</i> – Mike Spicer	Oleander 2
11:30 AM – 12:15 PM	<b>Concurrent Session:</b> <i>Selling Procurement</i> - Charlie Adams	Tides 2
11:30 AM – 12:15 PM	<b>Concurrent Session:</b> <i>What You Need to Know About SCEIS</i> - Sam Hanvey, CPPB, APM	Heron
11:30 AM – 12:15 PM	<b>Concurrent Session:</b> <i>Ethics in Procurement</i> – Stacy Gregg, CPPO, CPPB	Oleander 1
11:30 AM – 12:15 PM	<b>Concurrent Session:</b> <i>The Scoop on Scopes, Specs, Background and Minimums</i> - Kimber Craig, CPPO	Oleander 2
12:30 PM – 1:45 PM	<b>Service Leaders Networking Luncheon</b>	Oleander
1:40 PM	<b>Silent Auction Closes</b> – Winners Announced at General Session	
2:00 PM - 2:30 PM	<b>General Session:</b> (Sponsored by Pollock & Konica Minolta Platinum Sponsor)	Oleander
2:45 PM – 3:30 PM	<b>General Session:</b> Kimber Craig, Delbert Singleton, Mike Spicer, & John White - <i>South Carolina Procurement Updates with Round Table Discussions – Conversations that Connect</i> -- Silent Auction Winners Announced	Oleander
3:45 PM – 5:30 PM	<b>Vendor Trade Show</b>	Atlantic Ballroom
3:30 PM – 4:15 PM	<b>Silent Auction Pick-Up</b>	
5:30 PM – 6:00 PM	<b>Trade Show Drawing</b>	Atlantic Ballroom
7:00 PM – 7:30 PM	<b>Gala Reception</b>	Oleander Lobby
7:30 PM – 9:00 PM	<b>Monumental Gala</b> – (Cocktail/Gala attire)	Oleander

“Intelligence is not so much having the answers, but knowing the right questions to ask.”  
- Walt Stasinski



I was born the son of hard-working Polish immigrants who came to the U.S. with not much more than the clothes on their back. My father worked hard in a foundry to bring the American dream to his family. I didn't start talking until I was three years old...

By that time, my parents were ready to take me to a specialist. Ironically, here I am now, a professional speaker. I guess I'm trying to make up for lost time.

After earning a Master's Degree in Education from Wayne State University and a Master's Degree in Public Health (MPH does not stand for miles per hour) from The University of Michigan, I began my real education, in the school of hard knocks. My early "speaking" career began as a teacher and football coach at Wayne State University. This is where I learned how to motivate and inspire. I also found out that people learn more when they're having fun, so I use humor to get the message across to my audience. I have my personal reasons too. Let's face it, life is just a lot easier with a smile on your face and a hearty belly laugh.

I enjoyed my success at Wayne State. I even won a football championship, but after a number of years I was eager to find another growth opportunity. I found it in the healthcare industry. I directed programs at hospitals including the Wellness Initiative for 10,000 employees at Beaumont Hospital in Royal Oak, Michigan.

I graduated from the **school of hard knocks**. The solutions I offer are for the real-world. They are straightforward, common-sense ideas that will work in your life.

*Walt Stasinski — You Can Be A Great Leader Only If You Have the Heart*

## 2016 SCAGPO Forum Agenda

Time

Description

Location

**Friday - November 11, 2016**

7:00 AM – 8:30 AM	<b>Turn in Badges</b>	Oleander
8:00 AM – 8:45 AM	<b>Sponsor Breakfast:</b> The Pillar of a Great Day! General Session (Reverse Auctions - Sponsored by E-Bridge Platinum Sponsor)	Oleander
9:00 AM - 10:15 AM	<b>Plenary Session Featuring:</b> Rick Grimm CPPO, CPPB, FCIPS Chief Executive Officer, NIGP, The Institute for Public Procurement - <i>From Occupation to Profession: Are You Prepared for the Journey?</i>	Oleander
10:15 AM – 10:30 AM	<b>Morning Break</b>	
10:30 AM – 11:30 AM	<b>Closing Session:</b> Lisa Mills, <i>Success is Spelled L-O-L</i> --- Followed by Book Signing	Oleander
11:30 AM – 11:45 AM	<b>Break</b>	
11:45 AM – 12:00 PM	<b>Gift Drawing &amp; Adjournment</b>	Oleander

**Lisa Mills — Success is Spelled L-O-L**

"Communication is about transferring information, but connection is about exchanging value. In a world that is inundated with information, your unique personal and professional success can be found in your ability to connect." - Lisa Mills



Lisa Mills is an award-winning comedian, motivational speaker, actor, and author. Her acting debut was working alongside network television's favorite military gal, Catherine Bell on the Lifetime channel's hit show, *Army Wives*.

As an in demand keynote speaker, Lisa is known for her message of Transforming Ordinary Into Extraordinary. Her slightly-skewed, southern-spun, laser-sharp wit has been featured on the Lifetime Network, NOW Network, Impact Network, Netflix, the Dove Channel, and iHeart Radio. Lisa Mills can be seen headlining venues around the country while touring and promoting her latest book, *Lord Did I Really Shave My Legs For This?*



The pillar of great procurement begins with the pillars of a great profession which include the roots of a professional society. I am looking forward to exploring our journey from occupation to profession which calls all of us to service and professionalism. - Rick Grimm

Rick Grimm became NIGP's fifth Chief Executive Officer in January 1998.

Rick holds a Bachelors Degree in Business Administration from the University of Miami and a Masters Degree in Public Administration from Florida International University.

He served county governments and public school districts for 23 years, including over 12 years in the management of the public procurement function.

Under Rick's leadership, the Institute re-wrote its major curriculum, added distance learning opportunities to NIGP's growing list of educational offerings, guided a new governance structure to enhance member engagement, and instituted a number of new online resource tools. In support of the Board's strategic plan, the Institute is leading a collaborative effort to develop a robust list of public procurement practices that are based on six key values and related guiding principles.

Key initiatives for the next few years include the use of technology to deliver high-quality and relevant services to customers, the development of academic communities in an effort to develop a curriculum framework for colleges and universities, the development of a comprehensive, sustainable Public Procurement Body of Knowledge, and the creation of formal partnerships with other leading public sector associations to ensure relevancy and advocacy for the profession.

## SCAGPO Annual Forum Concurrent Session Speakers



### *Jennifer Abney*

Jennifer Abney graduated from Wagener-Salley High School in Wagener, South Carolina. She furthered her education at the University of South Carolina in Columbia, SC. Abney received her Bachelor of Science Degree in Business Administration from Southern Wesleyan University. She is currently employed with the South Carolina Department of Administration as a Procurement Manager.

Prior to joining the Office of Administration, she worked in Procurement at SCDOT as a Program Coordinator and Procurement Manager where she was Buyer, P-Card Administrator and Auditor for the P-Card Program. Jennifer was employed by the B&CB in 2014 to ensure efficient transition of the existing P-Card program to the Department of Administration; establish three new programs and inherited management of two additional programs. Currently, she is the P-Card Administrator for five P-Card Programs. In addition to her Buyer role with Administration, Jennifer is the Relations Officer for SCAGPO and is a member of the Forum Committee.

### *Charlie Adams*

Charlie Adams is an accomplished procurement officer currently serving at SCANA Corporation, SCE&G, VC Summer Nuclear Station, as Manager of Strategic Sourcing. He previously served at The Medical University of South Carolina as the Assistant Director of Procurement and later as the Executive Director of Auxiliary Services for the Citadel. Charlie is a 21 year veteran of the United States Army serving in Hawaii, West Germany and Panama. He holds a Bachelor's of Science in Business Administration/Project Management from Colorado Tech. He previously held the Certified Public Procurement Officer (CPPO) issued by the Universal Public Procurement Certification Council when in the public sector. Charlie resides with his wife Stacy in Blythewood, SC and they have four children and two amazing grandchildren. He is an advocate of adding value to the procurement profession as a service organization and sharing that philosophy, knowledge, and value with those inside and outside of the profession.

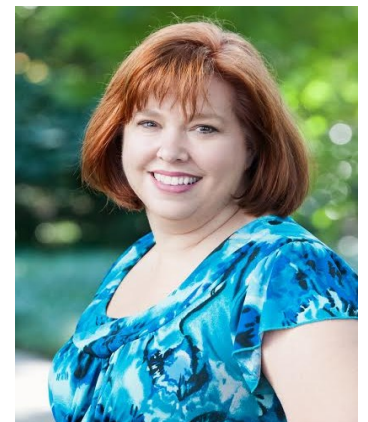


### *Jimmy Aycock*

Jimmy is a graduate from The University of South Carolina with a Bachelors of Science in Business Administration with a major in Accounting. Married to Jenny Johnson Aycock since 1988, they have two children ages 24 and 21. He has worked with the State Auditor's Office as Assistant Auditor in March 1985, and the Office of Audit and Certification as a Certification and Compliance Analyst in September 1987. In June 1989, Jimmy was promoted to Audit Supervisor and in May 1993, was promoted again to Audit Manager. In October 2008, he was promoted to Manager of the Office of Audit and Certification. Jimmy became a Certified Public Manager (CPM) in May 2005. His hobbies include off road motorcycle racing and RVing. He also enjoys Ham radio.

### *Kimber Craig, CPPO*

Kimber Craig is the Procurement Director for the Procurement Services Division of the State Fiscal Accountability Authority. She is responsible for both the State Procurement Office and the Information Technology Management Office. She began her career with State Government as a Procurement Manager with the State Procurement Office in 2007. She has also worked on the SCEIS Team and been the Procurement Director for the Budget & Control Board-Office of Internal Operations. Prior to joining the State, Kimber has over 15 years private sector procurement experience with BlueCross BlueShield of SC, Resource Bancshares Mortgage Group, and NetBank. She holds a Bachelor's degree in Psychology from the University of South Carolina.



## **James (Jim) Davis, BS, MBA, CPPO**

Jim received his B.S. in Accounting and in 1995, a Master of Business Administration from Charleston Southern University. Since 2007, he has served as instructor and Assistant Dean of Finance for the College of Pharmacy at both MUSC and USC. In addition, he currently holds and has held adjunct faculty appointments at the College of Charleston and Webster University, Charleston Southern University and Trident Technical College. Over the past 20 years he has taught numerous courses at these institutions including Financial Management, Personal Finance, Essentials of Accounting, World Class Supply Management, Essentials of Marketing, Principals of Management, Economics, Strategic Management, Management and Business Policy, Logistics and Labor Relations. Before joining the College of Pharmacy in 1994, he served as a hospital administrator for the Medical University of South Carolina (MUSC) Hospital, working in the Solid Organ Transplantation division, Hematology/Oncology division, Bone Marrow transplant division, Surgical Nursing, MUSC College of Nursing and MUSC's Purchasing Department. He has been with MUSC for 30 years and has 38 years for service with the state. In addition, he earned his CPPO certification in 1986 and has been a Master Instructor for NIGP since 1987.



## **Tony Ellis, CPPO**

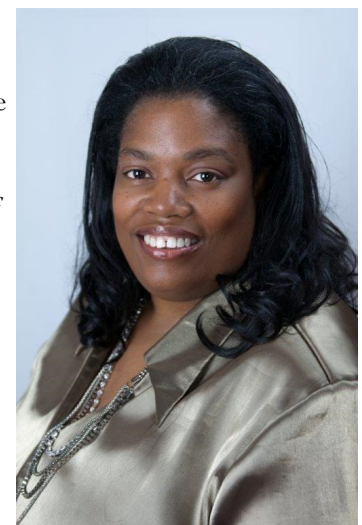
Tony Ellis retired from state government after thirty-seven years of service in November 2007. Tony began his career with the State Board of Health, moved to the Division of General Services to lead State Purchasing and was later promoted to agency director of General Services. He left government briefly to start several companies including home building, an architectural and engineering firm, general contractor, asbestos abatement and construction management. He returned to government as director of prison industries for several years. At General Services, Tony worked with the Legislature to write language for the State Procurement Code which was signed into law by Governor Riley and followed with writing the regulations for the Code implementation. He was the first procurement official in South Carolina to be certified as a CPPO (Certified Public Purchasing Officer). Tony created a training section to educate and certify other public purchasing officials. In addition to his governmental duties, Tony teaches material management courses nationally for the National Institute of Governmental Purchasing. He has also taught courses in Canada and Ireland. He has written courses on Customer Service,

Negotiations and Humor in the Workplace which he teaches nationally. He recently completed writing an Advanced Negotiations course to teach higher negotiations skills for governmental officials. Tony has received many awards for his work. He holds a BS in Business Administration from USC and a Master's degree in Management from Central Michigan University. Tony is currently consulting with several states on prison industries issues.

## **Stacy Gregg, CPPO, CPPB**

Stacy Gregg began working in the field of public procurement in June of 1996. Currently, she serves the citizens of South Carolina as Procurement Manager for the State Fiscal Accountability Office (SFAA – State Procurement Office, Goods & Services). As a member of the local Chapter of NIGP, SCAGPO, she has served in the Capacity of President, VP, Director at Large, Relations Officer and Chairperson of the Mentoring, Professional Development, Information & Publicity, Program, and Membership committees. Stacy has been awarded the Barnes, Bland, and President's Awards for the Chapter.

Nationally, Stacy is a member of NASPO's Exchange Committee. As a member of NIGP, Stacy has served the organization as a member of the Diversity Committee and in the K-12 Knowledge Community, Item Writing Task Force, Specifications Practices, and Feedback Project. Currently, Stacy serves as Awards Committee Chairperson and Region 4 Chapter Ambassador for the organization. She is also an Instructor for NIGP on the Faculty of Contract Administration.



Stacy has an Associate's Degree in Public Service (Paralegal) from Midlands Technical College in Columbia, SC and B.A. Degree in Interdisciplinary Studies (Concentrating in English & Management) from The University of South Carolina. She also holds Certified Public Procurement Officer (CPPO), and a Certified Professional Public Buyer (CPPB) designations from the Universal Public Procurement Certification Council (UPPCC).



### ***Sam Hanvey, Jr., CPPB, APM***

Sam Hanvey works with the South Carolina Enterprise Information System (SCEIS) as the Program Manager and Contract and Bidding Expert on the Materials Management Team. He has developed and conducted training classes for Bidding, Contracts and Vendor training, as well as created uPerforms for SCEIS users and vendors.

In his previous position as Team Lead for the Information Technology Management Office (ITMO), he was responsible for reviewing, developing, approving, and establishing technical and functional specifications for the acquisition of Information Technology Hardware, Software and Services. He consulted with agencies legal advisors in reviewing contract documents for legal sufficiency, and conformity to proposal provisions for compliance with State law and policy.

Sam provides consultations to agencies, throughout the State, for the purposes of assisting and guiding their purchasing methods to ensure compliance with the South Carolina Consolidated Procurement Code and regulations.

Sam has served SCAGPO in the capacity of President, VP, and Region I Director. He has served on the Forum, Nominating, Past President's Council, Golf Committee, and various other committees during his SCAGPO membership service of over 20 years. He holds CPPB and APM designations and a degree in Electrical Engineering.

### ***William Dixon Robertson, III.***

Dixon Robertson began practicing law in Columbia, South Carolina, in 1984, focusing exclusively on building design and construction litigation. In February 2012, the State Budget and Control Board hired Dixon as the lawyer for South Carolina's Chief Procurement Officers. The three CPO's—Materials Management Office, Information Technology Office, and Office of the State Engineer—constitute the State's central procurement authority. From goods and services to information technology to construction, they administer the South Carolina Consolidated Procurement Code and supervise purchasing officials across the State. Dixon is honored every day to work with the men and women of the Procurement Services Division.



### ***Delbert H. Singleton, Jr., Esq.***

Delbert H. Singleton, Jr., Esq., received his Bachelor of Science degree in Criminal Justice from the University of South Carolina in 1983 and his Juris Doctorate from the University of South Carolina School of Law in 1987. He has worked as an Assistant Attorney General for the State of South Carolina and as Assistant General Counsel for the Carolina Budget and Control Board. He presently serves as Secretary for the State Fiscal Accountability Authority (formerly the Budget and Control Board) and as an Assistant Executive Director for the Authority. Mr. Singleton also serves as the Director of the Authority's Division of Procurement Services. He has also served as the Interim Commissioner for the South Carolina Commission for the Blind.

### ***John Stevens, CPPB***

John is a veteran of nearly 30 years of purchasing/procurement in both the public and private sector. Experience in the private sector included manufacturing, distribution and construction.

John has served in the South Carolina Budget and Control Board's Division of Procurement Services as the State Procurement Officer for a 10-year period managing a buying team who established and administered over 3,000 contracts for supplies and services.

John currently serve as the Administrative Manager responsible for Procurement & Contracts in the South Carolina Department of Health & Human Services, the state's Medicaid Agency.



## ***Mike Spicer***

Mike has worked in the Information Technology Management Office for nearly thirty years. During the first eighteen years Mike awarded contracts for many complex systems that affect the daily lives the citizens of the State including electronic food stamps, online lotteries, fingerprint identification systems, library automation systems, financial management systems, mainframe computers, court case management systems, electronic parent locator network, and more. Mike's experiences with technology and contracting led to the introduction of service level agreements between his office and the agencies it serves. He also introduced "solutions-based" requests for proposals, a methodology for considering multiple technology solutions during the contracting process, and subject-matter evaluations. During the last twelve years Mike has served as the Chief Procurement Officer hearing procurement protests and resolving contract controversies. Mike also created and teaches the Information Technology Professionals Training and Certification Program.



Prior to coming to the Information Technology Management Office, Mike was in private industry as technology evolved from the mainframe to personal computers and the technology of today. Mike received his training in technology while serving with the United States Marine Corps' Presidential Helicopter Squadron.

Mike is a graduate of the South Carolina Executive Institute; the Governor's Excel Leadership Program, and holds a bachelor's degree in Business Administration from Limestone College.



## ***Joe Tommie, CPPO***

Joe has over 35 years of experience in the public procurement field. He is currently the Director of Purchasing for Cobb County Government. He also has extensive experience in the K-12 sector and has worked for the School District of Pickens County, School District Five of Lexington and Richland Counties, and Greenwood School District 50.

Joe holds a BS Degree in Biology from Lander University and a Masters Degree in Personnel Services from Clemson University. He holds a CPPO designation from the UPPCC and has been a Certified Master Instructor for NIGP since 1996. Joe is a Charter Member and Past President of SCAGPO. He was a finalist for NIGP's Manager of the Year Award in 2003 and also honored as Manager of the Year for SCAGPO in 2003 and 2007.

## ***John St. C. White***

Mr. White is a 1982 Civil Engineering graduate of Clemson University and a 1991 graduate of the University of South Carolina School of Law. Mr. White has experience with construction and construction procurement from multiple perspectives. Moreover, Mr. White's experience and background has exposed him to the procurement laws and procedures of multiple states and other entities. Mr. White has worked as an engineer for an industrial contractor in the Appalachian coalfields; an engineer for the City of Charleston, SC; the engineering supervisor for the New Hampshire Department of Resources and Economic Development; the engineering supervisor for the South Dakota Department of Game, Fish and Parks; an attorney for the law firm of Ogletree, Deakins, Nash, Smoak & Stewart in their construction law section; and, as the State Engineer for the State of South Dakota.

Mr. White has been the State Engineer and Chief Procurement Officer for Construction for the State of South Carolina since February 1, 2007. Since August 1, 2017, Mr. White has also been serving as the Office Director of the Division of Procurement Services/ Materials Management Officer and State Engineer.



**SCAGPO  
2016 Annual Fall Forum & Vendor Trade Show**

**CERTIFICATION RENEWAL DOCUMENTATION FORM**

This form should be kept in your files and submitted with your recertification application at the time of, not prior to, your certification expiration date. If you are attending the entire conference (November 9-11, 2016), you qualify to receive a total of 16 contact hours, equivalent to 2 points towards CPPB and/or CPPO recertification. If you are attending only a portion of the conference, your total contact hours will be prorated (see below). In this case, you will be required to specify which sessions were attended to determine your total amount of contact hours applicable towards recertification. All sessions are 90 minutes unless otherwise noted. Each eight (8) contact hours of education is equivalent to one (1) point towards CPPB and/or CPPO recertification.

For other recertification programs, submit this form to the sponsoring organization for its approval.

*Please Print*

Name: \_\_\_\_\_ Certification: \_\_\_\_\_ CPPO \_\_\_\_\_ CPPB \_\_\_\_\_ APM  
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 \_\_\_\_\_  
 Phone: \_\_\_\_\_  
 Fax: \_\_\_\_\_

I am recertifying for UPPC Certification: \_\_\_\_\_ CPPB \_\_\_\_\_ CPPO

**Wednesday November 9, 2016**

- |   |  |
|---|--|
| _____ SCAGPO: First Timer's Orientation   | _____ The Value of Certification - Joe Tommie, CPPO    |
| _____ Corey Jackson -- From Walmart to the NFL  | _____ Conflict of Interest – Dixon Robertson           |
| _____ IT COULD HAPPEN TO YOU - Case Study Prospective from a P-Card Administrator— Jennifer Abney | _____ Vendor Trade Show (4 hrs.)                       |
| _____ Writing Justifications – John Stevens, CPPB   | _____ SCAGPO: Member/Vendor Networking Social (4 hrs.) |

**Thursday November 10, 2016**

- |   |   |
|---|---|
| _____ Walt Stasinski-You Can Be A Great Leader Only If You Have A Heart   | _____ Time Lines & Service Level Agreements – Mike Spicer         |
| _____ Customer Service - Tony Ellis, CPPO (2 hrs.)  | _____ Selling Procurement - Charlie Adams                         |
| _____ Future Planning: You, Your Kids, Your Grandkids— Jim Davis, CPPO, MBA   | _____ What You Need to Know About SCEIS - Sam Hanvey, CPPB, APM   |
| _____ History of Policy Decisions - Jimmy Aycok   | _____ Ethics in Procurement – Stacy Gregg, CPPO, CPPB             |
| _____ Local Government & Cooperative Contracts – Joe Tommie and US Communities  | _____ Scopes, Specs, Background and Minimums - Kimber Craig, CPPO |
| _____ Kimber Craig, Delbert Singleton, Mike Spicer, & John White - South Carolina Procurement Updates with Round Table Discussions – Conversations that Connect | _____ Vendor Trade Show (2 hrs.)                                  |

**Friday November 11, 2016**

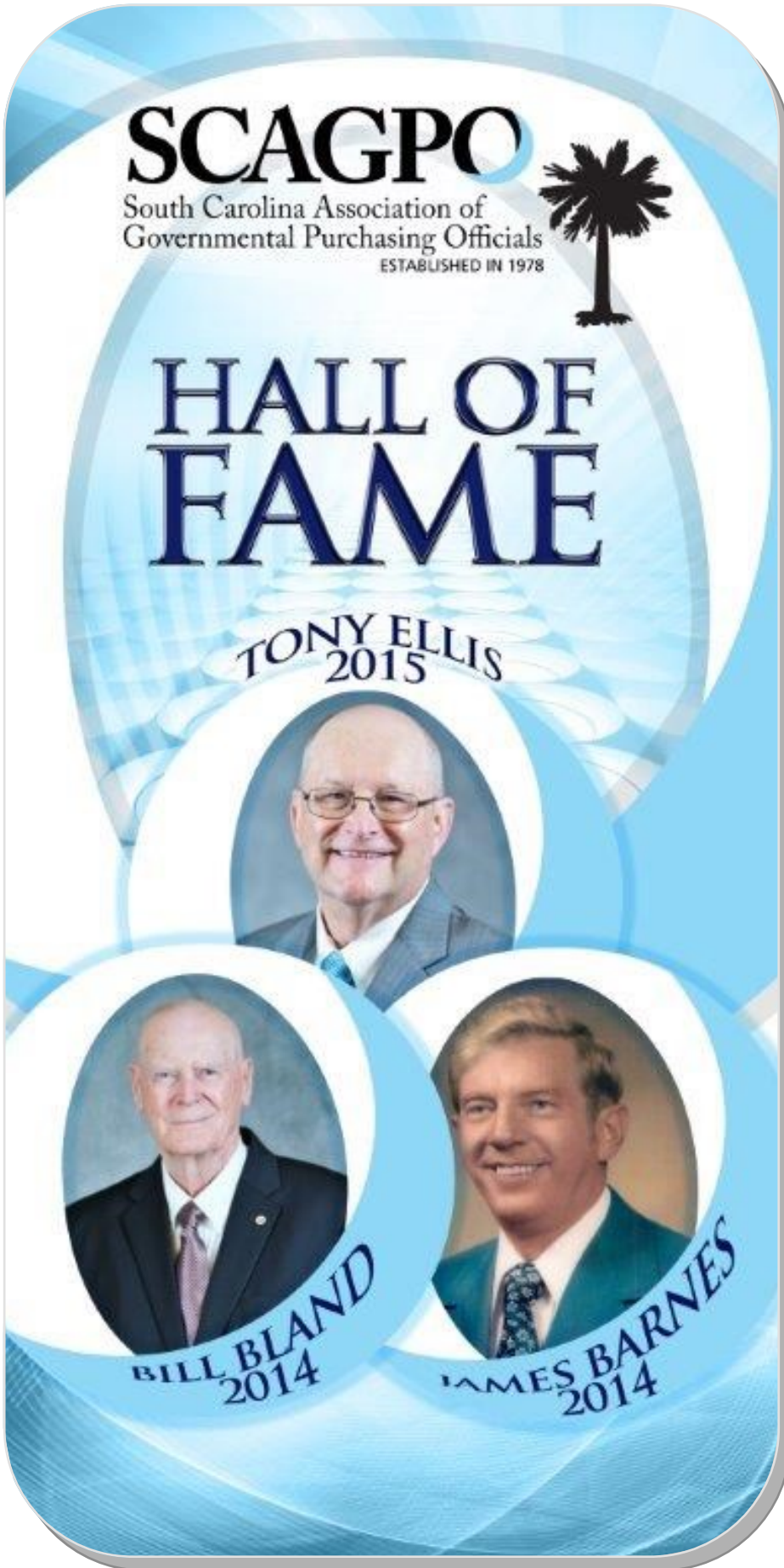
- |   |  |
|---|--|
| _____ Rick Grimm CPPO, CPPB, FCIPS Chief Executive Officer, NIGP, The Institute for Public Procurement - From Occupation to Profession: Are You Prepared for the Journey? | _____ Lisa Mills, Success is Spelled L-O-L |
|---|--|

Signature \_\_\_\_\_ Date \_\_\_\_\_

By signing above, I hereby certify that I attended only a portion of the 2016 SCAGPO Conference as acknowledged above. I am claiming a total of \_\_\_\_\_ point(s).

I hereby certify that I have attended all three (3) days of the conference earning a total of 16 contact hours, or 2 points.

Signature \_\_\_\_\_ Date \_\_\_\_\_



*SCAGPO is excited to present two inductees to our Hall of Fame:*

*Emily Collier, 2016*

*Jeff Patterson, 2016*

*Tony Ellis, 2015*

*Mr. James H. Barnes (Posthumously), 2014*

*Mr. Bill D. Bland, 2014*

*We appreciate these professionals for their leadership and efforts in the building of our Chapter and Public Procurement.*

# SCAGPO

*38th Annual Professional Development Forum and Trade Show*

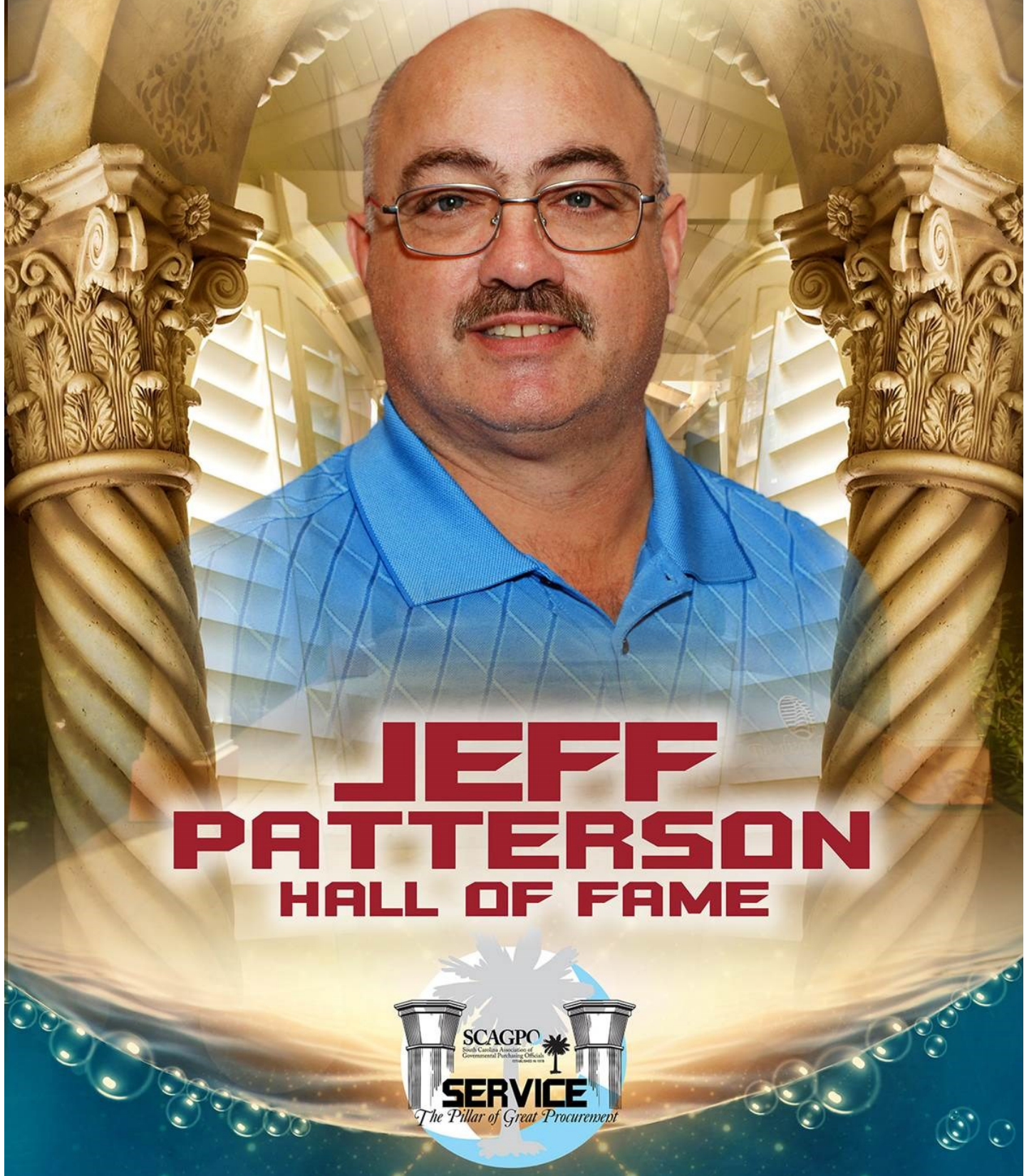
A portrait of Emily Collier, a woman with short reddish-brown hair and glasses, wearing a black and white striped ruffled top. She is smiling and positioned in the center of the page, framed by a large, ornate, golden archway with classical columns. The background is a warm, golden glow with a pattern of light rays and bubbles.

**EMILY  
COLLIER  
HALL OF FAME**



# SCAGPO

*38th Annual Professional Development Forum and Trade Show*



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**Brian Fisher**  
 SC Business Development Manager  
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## Rest Area Janitorial Services

After the incumbent vendor held the contract for 15 years, janitorial services for all SC rest areas were put out to bid. Of the five vendors who participated in the auction, four of them were brought on by eBridge. Through the auction process, a new vendor outbid the incumbent's lowest price by nearly \$1 million per year.

## Statistics

Budget: \$4,612,450      Bids: 59  
 Low Bid: \$3,681,999      Vendors: 5  
**Annual Est. Savings: \$930,451 (20%)**  
**Total 5 Year Est. Savings: \$4,652,255**

## Multi-Threat Vests

The Department of Corrections pre-approved three vendors that could offer a Uniformed Shirt Carrier Vest with Soft Spike Level 111 & Ballistic Threat Level 11 Panels. This auction for 3,000 multi-threat vests, saved \$635,391 in a little over an hour. This was the DOC's 74th auction with eBridge.

## Statistics

Budget: \$1,641,258      Bids: 323  
 Low Bid: \$1,005,867      Vendors: 3  
**Total Est. Savings: \$635,391 (38%)**

## Water Treatment Chemicals

Since 2012, Grand Strand Water & Sewer Authority has been running auctions for their water treatment chemicals, such as hydrated lime, calcium hypochlorite, sodium hypochlorite, chlorine and powder activated carbon. After 612 lowering bids, this years auction saved \$153,438.

## Statistics

Budget: \$1,723,653      Bids: 612  
 Low Bid: \$1,570,215      Vendors: 20  
**Total Est. Savings: \$153,438 (9%)**

## Motor Oil & Synthetic Oil

eBridge sourced four vendors to participate in a reverse auction for motor and synthetic oil for the Department of Education. During the course of the auction, vendors placed 92 lowering bids and achieved over \$500,000 in savings over the 2 year contract term.

## Statistics

Budget: \$1,532,650      Bids: 92  
 Low Bid: \$1,276,000      Vendors: 4  
**Annual Est. Savings: \$256,650 (17%)**  
**Total 2 Year Est. Savings: \$513,300**

## Lottery Promotional Items

Starting in 2011, eBridge has partnered with this agency to consistently find market value for their promotional products. Five vendors placed 43 bids saving the agency over \$25,000. This is the 5th year to partner with the State on Lottery products.

## Statistics

Budget: \$166,296      Bids: 43  
 Low Bid: \$141,258      Vendors: 5  
**Total Est. Savings: \$25,038 (15%)**

## Fully Managed Reverse Auctions



## Reverse Auction Examples

Office Supplies  
 Shredders  
 Toner Cartridges  
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 Back Hoes

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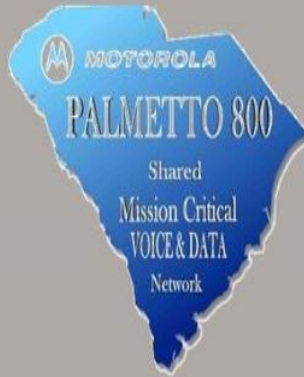
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