



Message from the President

As this year starts out, let's all consider what can we accomplish with and through our WAPP membership in 2007. My hope and theme this year is to add more value to each member by presenting opportunities that can help you accomplish your goals. Will this be the year to take steps toward starting (or finishing) your national certification? There is so much more emphasis on professional development today within the workplace. Or, will this be the year for you to step forward and volunteer within WAPP? We are always seeking the support and influence of new volunteer leaders.

Whatever your goals are, please seek out any support you need. Let me know what you hope to gain from (and give to) the WAPP group. As resources, you have the other WAPP officers and me, as well as the Past Presidents group (chaired by **Scott Noffke**), all ready to assist you.

Our next WAPP meeting is in Wauwatosa on March 21 & 22. We are fortunate that once again V.A.L.U.E. / WAPP members have volunteered to host it and I encourage you to attend & register early.

Let's all give a BIG THANKS to **Denise Charkowski** hosting the December meeting (as well as co-hosting the Expo with **Dean**) in 2006. Both meetings were outstanding and provided valuable educational and networking opportunities. It is the dedication of volunteers like **Denise** that exemplifies the character of WAPP members.

Thanks also to **Mary Hensler** and **Sharon Weeks** for putting this news-

letter together for us this month. Our volunteer members show a lot of commitment to the purchasing profession and help to make WAPP the great organization that it is.

Linda Dupuis,
President

Your Invited to Wauwatosa, Wisconsin For the WAPP March 2007 Meeting

Please join us on Wednesday, March 21st, and Thursday March 22nd, 2007 for the WAPP Quarterly Meeting to be held at the beautiful Radisson Hotel in Wauwatosa, Wisconsin. An exciting and educational meeting has been planned, one that you will not want to miss.

Wednesday morning starts with the V.A.L.U.E. in Local Government Annual Meeting and Bid updates. This portion of the meeting is designed for V.A.L.U.E. members only, but WAPP members are more than welcome to join us. The joint V.A.L.U.E. /WAPP meeting starts at 10 AM with an educational session on selling of surplus equipment. This will be followed by a session on the Value of a P-Card Program. Wednesday afternoon will bring us an update on State contracts, an at-

torney to discuss the latest court decisions on public construction contracts, and some select presentations from last summer's NIGP Forum in Tampa, Florida.

Wednesday night we will dine at the Cheesecake Factory, directly across the street from the Radisson Hotel.

Thursday morning starts with an update from the Cooperative Purchasing Workgroups, and the WAPP business meeting. The business meeting will be followed by two excellent speakers with very interesting topics. **Kay Schindel**, Energy Engineer - City of Madison will talk about energy prices, the changing climate, and what we can do to save money on energy. You will not want to miss our keynote speaker, **John Di Frances**. John is an outstanding speaker and an expert in corporate ethics. By using insightful stories, and humor, John will outline how your agency can successfully adopt and support effective ethics, and help you develop an organization of character.

Please see the entire agenda in this newsletter, and register early.

See you there.

Robert Barwick, A.P.P.
City of West Allis
Chairperson
V.A.L.U.E. in Local Government

Contents	
December Meeting Minutes	Page 2
Cooperative Purchasing News	Page 2
Registration Form	Page 3
March Meeting Agenda	Page 4-5
Driving Directions / Hotel Location Map	Page 5

**Wisconsin Association of Public Purchasers Minutes
Janesville, Wisconsin
December 8, 2006**

The meeting was called to order at 11:25 am by President **Scott Noffke** and followed by the Pledge of Allegiance. The minutes of the September meeting were approved with no changes.

Treasurer's Report

As of November 30, 2006:

Checking Account Balance: \$13,004.19
CD Balance \$ 6,680.18
Savings Account Balance: \$ 2,523.68
Total: \$22,208.05

Committee Reports:

Education Committee—Frank Draxler: Thirteen members attended the October NIGP educational seminar. Legal Aspects of Purchasing will be presented in Madison on February 19-21. Another seminar will be scheduled for the fall in the RFP/Contracts subject area. WAPP will contribute \$100 per person per day to reimburse members to attend.

Expo Committee—Denise Charkowski: The final 2006 Expo Report is not yet ready. The 2007 Expo will be September 13-14 at the Chula Vista Resort.

Past Presidents' Council—Dean Helwig: The Council is looking into a process to help meeting organizers with agenda development. (See Old Business below.)

Old Business

The Past Presidents Council is continuing work on creating a program to help enhance meeting content with the following goals:

Help organizers with meeting content.
Provide educational content.
Prevent redundancy.

Make sure meeting agenda will certify for CEUs for certification and recertification.

Help members convince their leadership that the meetings are useful.

Content will be added to the WAPP website.

New Business

Election of the Officers: The Past Presidents Council nominated **Dale DeNamur** of Brown County for the position of Secretary. **No other nominations were made.** Dale was elected on a voice vote of the membership.

The new Executive Board is:

President: **Linda Dupuis**, City of Green Bay

Vice President: **Laura Forbes**, Winnebago County

Treasurer: **Lyman Fuson**, State of Wisconsin

Secretary: **Dale DeNamur**, Brown County

Beginning at this meeting, certificates will be available to certify attendance and CEUs for meeting attendance. The December meeting is 16 CEUs, ongoing each meeting will be 12 CEUs for attendance for both days.

The budget was presented. **Kim Verhelst** pointed out that it was comparable to past budgets. The budget was passed by a voice vote.

The Past Presidents Council is producing a formal statement to define meetings for members to give to their supervisors.

Concerns about increasing costs for meetings was discussed. In some cases, the \$40 meeting fee is not covering the cost of the meals and rental. **Cynda Solberg** pointed out the fee has been the same for 8 years. When that was first adopted it was intended to increase over time as costs rose. The issue was referred to the Executive Council.

Upcoming Meetings:

March 21-22: Radisson, Wauwatosa, V.A.L.U.E. Group/WAPP Joint meeting.

June 7-8: Bridgewood Resort, Neenah, **Laura Forbes**.

September 13-14: Expo, Chula Vista, Wisconsin Dells, **Denise Charkowski**.

December 6-7: Olbrich Gardens Madison, **Lyman Fuson**

Submitted by
Lyman Fuson, Secretary

**~Cooperative Purchasing News~
by Linda Dupuis**

Here are notes from the committee meeting held on Dec. 8, 2006 with some recent updates.

- The Committee will focus on finding ways to develop our many local agencies into a more cohesive unit to more effectively leverage local cooperative purchasing power. By doing so, local agencies will be able to leverage their own buying power and, in future, to work more effectively with State level cooperative purchases.

- GOAL:** Although the previously identified co-op team goals remain important, the members agreed that the co-op goal for the immediate future is:

“To enable local cooperative purchasing in the State of Wisconsin to become a more cohesive unit by developing a resource for 1) on-line bid posting, 2) vendor registration and bid notification and 3) building a resource library of bids/specifications. This goal will be furthered by evaluation and, if appropriate, purchase and implementation of a state-wide software tool such as Novusolutions. <http://www.novusolutions.com/>”

- Discussion of re-forming Co-op Purchasing committee & teams. Agreed that, although the team goals remain important, for the near future, the Co-op purchasing committee will work with the one active team (Grand central station). The following members comprise the updated Co-op Purchasing Committee:

Monette McGuire – City rep., **Bob Anderson** – Tech college, **Judy Teune** – Tech college, **Bill Kurer** – County, **Scott Noffke** School district, **Dave Knoerr** – County, **Vicki Nash** – Tech college, **Frank Draxler** – City/County, **Linda Dupuis** - City.

WAPP officers and **Jim Fering** are kept in the loop too.

Thanks to Bob's assistance, and starting Jan. 4th, we have been having bi-

(Continued on page 5)

**WISCONSIN ASSOCIATION OF PUBIC PURCHASERS
FIRST QUARTER MEETING
MARCH 21-22, 2007**

Radisson Hotel Milwaukee West
Located off I-45 at the Intersection of
Mayfair Road (108th Street) and North Ave.
Directly across the street from Mayfair Mall

REGISTRATION FORM

A block of rooms has been set aside at the Radisson Hotel Milwaukee West, 2303 N. Mayfair Road, Milwaukee, WI 53226 for the nights of March 20 & 21st. Make reservations by calling 414-257-3400 no later than March 1, 2007. Single: \$72. Tax will not be charged with proof of tax exemption.

Registration Information Indicate your membership status:

Regular Member Retired Member Non-Member First-Timer*

Name: _____ Registration Fees: (includes continental breakfast & lunch)

Agency: _____	<u>WAPP Member</u>	<u>Non-Member</u>	<u>Retiree</u>	
E-Mail Address: _____	Both Days	\$40	\$55	\$20
	Wednesday Only	\$25	\$30	\$10
	Thursday Only	\$25	\$30	\$10

* No registration fee for First time non-members. A fist-time, non-member must be a governmental official whose responsibilities include or are related to public procurement.

Note: WAPP membership must be effective on or before February 15, 2007 in order to obtain member rates.

I will attend **Both Days**. I will attend **Wednesday Only**. I will attend **Thursday Only**.

Wednesday Continental Breakfast: I will attend I will not attend

Wednesday Lunch Selection (includes soup or salad, coffee, tea or milk & cookies) (choose one)

- BLT Wrap w/turkey, bacon, lettuce & tomato in flour tortilla
- Chicken Salad Club w/lettuce & tomato on wheat bread
- Tuna Salad Croissant Sandwich w/cheese, lettuce & tomato
- I will not attend

Thursday Continental Breakfast: I will attend I will not attend

Thursday Lunch Selection (includes soup or salad, coffee, tea or milk & brownies) (choose one)

- Grilled Chicken sandwich w/mushroom, bacon & mozzarella on a hoagie roll (incl steak fries)
- RJ's Famous Hamburger w/lettuce, tomato & onion on bakery roll (incl steak fries)
- Raspberry Chicken Salad w/vegetables, almonds & roll
- I will not attend

Wednesday night's group dinner will be held at the Cheesecake Factory located across the street at Mayfair Mall. Seating as available and pay at restaurant. Radisson Hotel enables preferred seating.

I will attend I will not attend

Make checks payable to WAPP. Send registration form and payment by March 9, 2007:

Jean Kienzle, Supervisor of Purchasing
School District of Elmbrook
PO Box 1830
Brookfield, WI 53008-1830

NO REFUNDS ALLOWED

If you have any questions, contact Jean Kienzle at 262-781-3030 ext 1141 or kienzlej@elmbrookschoools.org



**V.A.L.U.E. / WAPP Annual Meeting
 March 21-22, 2007
 Radisson Hotel Milwaukee West
 2303 N. Mayfair Road, Wauwatosa, WI 53226**



AGENDA

WEDNESDAY, MARCH 21, 2007

8:00 a.m. – 10:00 a.m. **V.A.L.U.E. BUSINESS MEETING**

- 10:00 a.m. **AUCTION ACTION** – Moderator, Bill Kurer, CPPB, Washington County
- **Propertyroom.com** - Bill Kurer, CPPB, Washington County
 - **eBay & WCTC On-Line Auction** - Vicki Nash, WCTC
 - **Waukesha County’s Options** - Karen Bollinger, Waukesha County
 - **SWAP Program** - Tim Sell, UW-Madison, Material Distribution Services
 - **Public Surplus.com** - Roy Hartmann, Washington County

- 11:00 a.m. **THE VALUE OF A P-CARD PROGRAM** – Therese Kelly, V.P. JP Morgan Chase
- Who should be using a P-Card.
 - How to monitor spending by using customized controls.
 - Streamlining the procure-to-pay process.
 - Which expenses to target.
 - Where to find your cost savings.

12 noon **NETWORKING LUNCHEON**

1:00 p.m. **WAPP WELCOME AND INTRODUCTIONS**

1:15 p.m. **STATE CONTRACT UPDATES** –Helen McCain, Director, State of Wisconsin DOA

2:00 p.m. **PUBLIC CONSTRUCTION CONTRACTS** – James Bartzen, Partner –Boardman Law Firm
 James works on a wide variety of different complex legal issues involving the Construction, Fidelity, Surety, and Government Contract law. He will guide us through the basics of public construction contracts and fill us in on some of the latest court decisions involving public construction.

2:50 p.m. **BREAK**

- 3:00 p.m. **SELECT PRESENTATIONS FROM THE NATIONAL INSTITUTE OF GOVERNMENTAL PURCHASERS FORUM** – Moderator, Cheryl Oliva, City of Milwaukee
- **Leveraging your Potential by Maximizing the Value of your NIGP Dues** - Linda Dupuis, City of Green Bay
 - **C.P.P.B. Certification Process** – Vera Butts, Social Development Commission
 - **You did What? The Ethics Quagmire in a Diverse World** – Gene Baietto, City of West Allis
 - **Project Management and Cross Functional Teams** – Susan Connelly, Waukesha County

4:15 p.m. **ADJOURNMENT**

5:30 p.m. **NETWORKING DINNER AT CHEESECAKE FACTORY**

THURSDAY, MARCH 22, 2007

- 8:00 a.m. **REGISTRATION AND CONTINENTAL BREAKFAST**
- 8:15 a.m. **COOPERATIVE PURCHASING WORKGROUPS** – led by Linda DuPuis, City of Green Bay
- 9:00 a.m. **WAPP BUSINESS MEETING**
- 9:30 a.m. **ENERGY, CLIMATE, GREEN & GREENBACK** - Kay Schindel, Energy Engineer, City of Madison
- **What will happen to energy prices?**
 - **How will climate change affect us?**
 - **How can we be re-active?**
 - **How can we be pro-active?**
- 10:15 a.m. **BREAK**
- 10:30 a.m. **ETHICS-ORGANIZATIONS OF CHARACTER** - John Di Frances
John is a renowned author, executive advisor and keynote speaker on the subject of business ethics and corporate governance. John draws upon his diverse background to relate critical business ethics principles, while enriching his content with insightful and dramatic illustrations, stories and humor.
- 12:00 p.m. **NETWORKING LUNCH**
- 1:30 p.m. **COMMITTEE MEETINGS**
- Past Presidents
 - Expo

(Continued from page 2)

weekly conference calls to move our 2007 goals along. Look for an update at the March WAPP meeting.

ATTENTION

WAPP Vendor Expo

The '07 Vendor Expo will be held September 13th & 14th at the Chula Vista Resort and Conference Center, in Wisconsin Dells

If you have vendors who would be interested in attending or would like more information on the Expo, direct them to **Denise Charkowski**, 608.261.8077, or **Dean Helwig**, 608.301.1320. Information will also be posted to the website as it becomes available.

Please start talking about the WAPP group and the Expo to your administrators and coworkers. The information available at the Expo isn't only for members, but will be of interest and value to end-users and managers as well. Let's all work together to get a large number of attendees. Invite everyone in your office to join us at the years' Expo and mark your calendars to plan on attending yourselves!

DIRECTIONS

From West: I94 East to Exit 305B (left) onto US45. Exit 42A(right) onto Hwy 100 (N. Mayfair Rd). Left onto W. North Ave.

From South: I94 North to I894 (left). Exit 1A (road name changes to US-45). Exit 42A (right) to Hwy 100 (Mayfair Rd). Left onto W. North Ave.

From North: US41 south (road name changes to US45) Take Exit 43 (Burleigh St). Turn left (east) onto Burleigh St. Turn right onto N. Mayfair Rd. (Hwy 100 S).



