



Central Ohio Organization of Public Purchasers—Northern Ohio Branch

Be a “Heavy-weight” Chapter Champion and score a knockout with your membership outreach program



Presenters

- Mark Evangelista, MBA, CPPO, C.P.M.
- Charlie Rosol, CPPO, CPPB
- Jim Hardy, MPA, C.P.M.
- Steve Sammons



Location, Location, Location



Goal—Increase Participation and Networking



Survey and Recruitment Sources



- Would you join a local Northern Ohio Chapter of NIGP?
- Referenced the NIGP Roster
- Known Department of Administrative Services Members




Northern Ohio
“Public Procurement Professionals
Meet and Greet”





Northern Ohio Branch Leadership Team

- Formed the Leadership Team from the people who came to the Meet and Greet.
- Job was to guide the group.
- Formed committee's such as
 - Membership
 - Programming
 - Education



Programming and Events— Charlie Rosol

- Leveraged resources and programming similar to Central Ohio Organization of Public Purchasers (CO-OPP)



Programming and Events

- Quarterly meetings
- 2014 NIGP Classes



Programs

- First meeting held in January 2012
 - NIGP Toolbox
 - Carol Hodes (NIGP)
 - Mike Bevis – presented “Live” webinar



Programs

- Since January 2012, the Branch continued to hold quarterly meetings
 - Ohio Auditor of State
 - Ohio Ethics Commission
 - Cleveland Cavaliers
 - The Ohio State University
 - NIGP
 - Cleveland Indians



Fundraising

2013 Reverse Trade Fair



2014 Golf Outing



Membership— Jim Hardy

Growing membership & maintaining interest



- ✓ NIGP lists of active and former member agencies.
- ✓ Networking & referrals.
- ✓ Individual attention.
- ✓ Telephone calls.





Factors to Consider

- Membership Survey—99% in favor
- The Timetable: 6-9 months
- Available Talent.
- NIGP help available!



Step 1: Pull the Trigger!



May 15, 2014, the Leadership Team met and agreed to serve as the Chapter Formation Committee.




Chapter Formation Steps

The Chapter Formation Committee agreed on the approach:


1. Use the NIGP samples.
2. Compare CO-OPP & other small chapter examples.



Chapter Formation Steps (cont.)



The Board established a Chapter Formation Subcommittee to move the organization through the formal (i.e. the paper) steps to Chapter hood.




Chapter Formation Steps (cont.)




1. Formed a Chapter Formation Committee
2. Petitioned NIGP to establish a Chapter.
3. Identified a Chapter Purpose.
4. Drafted bylaws.



Chapter Formation Steps (cont.)



5. Chose a Name:
Public Purchasers Association of Northern Ohio (PPANO)
6. Filed Articles of Incorporation.
7. Requested the Charter.



Chapter Formation Steps (cont.)

On August 22, 2014
The NIGP Board voted
To approve our Charter!




Chapter Formation Steps (cont.)

Chartering Ceremony

November 20, 2014



Other Business






- Negotiate our relationship with CO-OPP after Chapter formation.
 - Separate finances & memberships.
 - Continue cooperative relationship.
 - Hold joint events.
 - Celebrate and honor what CO-OPP has enabled.



Now the Real Work Begins...



Address these essential issues in the first year:

- Establish an accounting system.
- Establish a formal record-keeping system.
- Strategic planning. *SOAR!*
- Increase membership.
- Build standing and *ad hoc* Committees.



**CO-OPP President—
Steve Sammons**



- **THE PRESIDENTIAL VIEW – FROM 150 MILES AWAY**
- **Supporting a “Mission” Outreach Effort**
- *“Never doubt that a small group of thoughtful, committed, citizens can change the world. Indeed, it is the only thing that ever has.”*
— [Margaret Mead](#)



**“SUPPORT”
IS A PERSONAL WORD**



**“SUPPORT”
IS AN ACTION WORD**



**“SUPPORT”
HAS A GOAL IN MIND**





A Short Quiz

True False **In 2013 the Cleveland Browns Secured Johnny Manziel as Quarterback?**

True False **In 2014 LeBron James Returns to the Cleveland Cavaliers?**

True False **In 2016 the Republican National Convention Will Be Held in Cleveland Ohio?**

True False **In 2019 or 2020 NIGP will hold the Forum in Cleveland?**



Questions and Comments