Spring sprung, so welcome to Summer!

I had a fantastic time at the National NAEP Convention in Louisville, KY. It was a great conference with great Keynote Speakers, educational sessions, and of course, the opportunity to network with colleagues. I had plenty of time during my 12 hour drive to reflect on the conference and think of how some of the innovative ideas could be incorporated within our department. Of course not all the drive time centered on the conference. You know when you’re traveling radio stations fade in and out. So, each time I got a clear station, I was hearing the same songs over and over. I can tell you the biggest Country Hits that week included Rascal Flatts, Luke Bryan, Keith Urban and The Band Perry. I’m pretty sure I know all the words to their songs now. I told myself if I was stopped by a trooper and was asked if I know why I had gotten pulled over, I was going to reply, “to hear me sing!!”

Congratulations to Dick Worden, Associate VP of Administration Services at NY Chiropractic College, who received the Distinguished Service Award at the National Convention. Dick has been an invaluable leader for the Upstate NY Region over the years. He has served as the District 1 Board Representative and promoted both the Upstate NY and New England regions. His support and commitment to the organization is unparalleled and it is so nice to see him honored at the national level for his efforts!

Plans are coming together for the 2014 Upstate NY Region’s Annual Conference. This year’s conference, “Capitalize Your Procurement Dollars” is in Albany at the Albany Marriott, October 7th-10th. Registration is now open. The agenda is full of great sessions and we’re excited about the return of Keynote speaker, Jay Rifenburg. I’m sure you’ll enjoy his motivational message and humor. We will once again hold the Annual Supplier Exhibit. Feel free to welcome vendors that visit your campus to consider taking part in our vendor show. Have them go to naepnet.org to learn more about the show and register. Make sure you bring your business cards. There’ll be many drawing that take place during the show.

Remember, NAEP is a great organization we can utilize for professional development and education in the procurement field. As many of our campuses delve into shared purchasing power initiatives, NAEP is there to support and develop supplier relationships, and assist with our procurement needs. Take advantage of any of their scholarship opportunities. With budgets being more restricted on campuses, this is a great way to promote your travel requests.

In closing, I hope you find lots of fun summer things to do with family and friends. Enjoy life! As always, if you have any questions or suggestions feel free to contact any of our board members. We’d love to hear from you.

Beth Martin
President
2014 Distinguished Service Award

Richard Worden, Associate VP of Administrative Services, New York Chiropractic College

Our very own Dick Worden has raised the bar again! At the recent 2014 NAEP National Conference held in Louisville, Kentucky, Dick was awarded the Distinguished Service Award. This very prestigious award is presented to those who have committed their time and talent to the service of NAEP. Dick is one of those who has excelled as a leader in Procurement and is very deserving of this award. Congratulations Dick!

Here is an excerpt of the presentation.

"The National Association of Educational Procurement (NAEP) is very pleased to announce that Dick Worden, Associate Vice President of Administrative Services at New York Chiropractic College has received the NAEP 2014 Distinguished Service Award. This prestigious national award was presented by NAEP at our Annual Meeting Awards Dinner on Monday evening, May 18, 2014 at the Louisville Marriott in Louisville, KY. The NAEP Distinguished Service Award recognizes individual NAEP members who have provided extraordinary service to their institutions, the higher education community, NAEP and/or the purchasing profession.

Dick has provided valuable leadership to the NAEP officers and planning committees of the districts he served with a passion for quality. Dick’s commitment to excellence and service to the District has been equal to none. During his tenure as the District 1 Board Representative he promoted the Regions of the District stressing the professionalism and commitment of New England and Upstate NY to the National Board. Through his interaction we have received unprecedented recognition and support of the National Board and office. Dick has provided valuable leadership to the NAEP officers and planning committees of the districts he served, all with a passion for quality. NAEP is honored to count Dick Worden as an advocate for our profession and he is a well-deserved national award winner."

This award is given annually to those individuals who have contributed continued extraordinary service to the purchasing profession and NAEP at the Regional or National level.

To learn more about service awards, go to the NAEP National Website at naepnet.org.
The 2014 NAEP Upstate New York Annual Meeting is around the corner.
Attendee registration is now opened!

The annual meeting will be held at the Albany Marriott in Albany, NY from October 7 – 10, 2014. Our agenda is nearly final. We’ll have presentations on topics of New York State Worker’s Compensation, Violence in the Workplace, and Cooperative Purchasing.

Stay tuned for more details, but register soon!
Registration deadline is September 15, 2014.

To register, go to naepnet.org, sign-in and go to Events/Regional Meetings
Choose: 2014 Upstate NY Fall Meeting

BASKET RAFFLE NEWS FROM TERRI LOCHER

And the WINNER is..............
The Back Pack Program. This year the Planning Committee has picked the Back Pack Program; a program through the Regional Food Bank of Northeastern New York to benefit from our Basket Raffle. This program helps to feed low income students on the weekend—sending home items such as macaroni and cheese, peanut butter and jelly, tuna fish, milk, etc. There are two (2) ways for you to help:
1. Any and all donations would be greatly appreciated—I will put together the baskets as needed.
2. Purchase your raffle tickets at the Fall 2014 Conference.

This year we are starting a new tradition—a second raffle, thanks to a great idea from Susie Cobb, SUNY Potsdam. We have 12 wonderful people donate quilting squares to help put together a Queen Size Quilt. This quilt is beautiful and would look great in your home!

Questions? Please call/e-mail me at (716) 878 5012 or lochertm@buffalostate.edu - let's make this a great raffle to help both the Back Pack Program and the Sons & Daughters Scholarship. Thanking you in advance for all your help ...........the Crazy Basket Lady.
Seeking Nominations for NAEP Secretary

Nominations are open for The NAEP Upstate New York Region Secretary Position for 2014-2015.

This is a one year position followed by 3 sequential years on the NAEP Upstate NY Region's Board moving from 2nd VP to 1st VP and then President.

If you, or someone you know, is interested in joining our team please contact any board member to learn more. This is a great opportunity to broaden your network base, and experience both personal and professional growth!

For additional information or if you have questions, contact Beth Martin, at martinb@canton.edu or by calling 315-386-7555.
KEEP IN TOUCH BY DONA HAZEN

When I was asked to write an article for the NAEP newsletter, I was told that I could write on any subject. Instead of writing an article that focuses on professional development, I decided to write on personal development.

Where are they now? I have always enjoyed reading those articles in the NAEP and SUNY PA newsletters. It is nice to hear what out-of-touch former co-workers have been up to. But why do we lose touch? Time flies by, we are all short on spare time (whether working or retired), family matters take up our time, and before we realize it, years have flown by and we’ve lost contact.

For the past 3-1/2 years I have been taking a creative writing class for adults over the age of 50. Most of my classmates are long-retired teachers, physicians, and experienced writers. At my very first class, I was asked how many works I had published! As my heart started beating rapidly, I almost excused myself as being in the wrong class and ran out. But I have stuck with it, and the class and other attendees have certainly challenged my already over-active imagination.

It’s funny how you can be drawn to certain people. I felt an immediate connection with a classmate, Lisa. She reminded me so much of my beloved aunt who passed away years ago. After two years, Lisa announced to the class that she would not be returning because she was out of writing ideas, better known as “writer’s block” in writing circles. We all tried to convince her otherwise, unfortunately to no avail. I ran into Lisa a few months later and told her how much I missed her. We had a great conversation that day, and I promised to get in touch with her. Lisa was a spunky, healthy, 83 year old, who looked much younger than her years. Last month I learned that Lisa died in a motor vehicle accident. Her death was sad enough, made so much worse by the fact that I did not get in touch with her as I had promised.

“I’ve learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel”. —Maya Angelou

Make someone’s day. It’s much easier now with technology to keep in touch, so there is no excuse. Send an email, friend a long lost acquaintance on Facebook, send a text, or better yet do it the old-fashioned way and call the person. Don’t wait until it’s too late.

Dona retired 5 years ago SUNY Brockport. She lives in Kendall with her husband Craig and they have five grandchildren: Morgan, Zachary, Abigail, and twins Gavin & Max. She stays busy with her writing class, golf, bowling, biking, and babysitting the 2-11/2 yr. old twins.

To “keep in touch” with Dona, email her at dhazen@rochester.rr.com.

WE WANT TO HEAR FROM YOU!

NAEP Members ~ We want to hear from you!


2014 NAEP UPSTATE NY OFFICERS

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Advocate - Summer 2014
DENNIS FOX, DISTRICT I REPRESENTATIVE

It's been an interesting journey since my last opportunity to communicate with you. As many of you may be aware, as a result of financial considerations, my position with Woods Hole Oceanographic Institution was eliminated and I've moved on to Berklee College of Music. In many respects, Woods Hole did me a favor as I am now associated with a wonderful organization in downtown Boston with an exciting mission and thrilling students who readily share their talents and passion for music.

The reason I mention this change is two fold: one is to tell you of an exciting personal change in my life. The second and more relevant to you is to tell you how I was able to be successful in finding this opportunity. In a word; NETWORKING. I was able to continue my career in higher education by calling on my network of colleagues within the industry. I was able to reach out to my work friends I had met over the years and use that network to find opportunities that might not have been on my radar if it were not for the involvement of my network.

My network stretches back 30 years. I became involved in non-profit purchasing and joined NAEB/NE in 1982. During the subsequent years, I met many wonderful people who shared their knowledge and passion for our profession with me. I always tried to stay current with the profession through NAEP by attending meetings and making sure I made myself available to others. It was always enjoyable to catch up with my peers during breaks and social events. By sharing my job experiences through writing for professional newsletters like these, presenting at regional and national meetings and talking with others, I was able to give back to my profession but also meet more people who shared my interest and passion. By being involved in my region as a volunteer, I became more visible and extended my network to many others with similar goals and vision.

When I found myself in the unfortunate position of unemployment, I reached out to my network and asked them for advice. Their response was timely and affective, making me aware of opportunities that I might well have overlooked. Following the advice of my friends, I was able to secure my current position within two weeks of my termination.

You may be saying, “good for you but how does that relate to me?” I hope you might understand that being involved in your professional organization has many benefits that extend beyond the professional growth you will receive. It allows us to connect with others who share our professional needs and circumstances. You may also find lifelong friends to share your personal joys and sorrows. Finally, you will develop a network of sources for professional growth and development outside of the “normal” channels.

The moral of the story is to be an active member of your regional organization. Take advantage of every opportunity to participate and be involved. You’ll make many great friends that care about you as well as our profession. Take advantage of every opportunity to enhance your professional network. One never knows when it might come in handy!

Networking:

a supportive system of sharing information and services among individuals and groups having a common interest.

Dictionary.com
2014 SCHOLARSHIPS NOW AVAILABLE

UPSTATE NY REGION
APPLICATION FOR CONFERENCE REGISTRATION SCHOLARSHIP 2014

Annual Fall Conference of the Upstate NY Region of NAEP

This year the annual Fall Conference of the Upstate New York Region of the National Association of Educational Procurement will be held October 7th – October 10th, 2014 at the Albany Marriott, Wolf Road, Albany, NY. The planning committee, represented by members of the Upstate NY Region of NAEP, are in the process of coordinating a very worthwhile and rewarding conference.

This year the Upstate NY Region of NAEP will be awarding (4) scholarships valued at $225.00 each. The scholarship award will be used to cover the registration fee for the NAEP annual fall conference.

Everyone is encouraged to apply – preference will be given to 1st time attendees at our fall 2014 conference. Winners of the 2014 NAEP Scholarships must attend the full conference – please only apply if you will be attending the full conference. Thank you.

If you would like to apply for a full conference scholarship, please complete the application form that follows this letter and mail, fax or email it to:

Yolanda Howell
SUNY New Paltz
Purchasing Department / HAB 307
1 Hawk Drive
New Paltz, New York 12561
Email – howelly@newpaltz.edu
Fax: (845) 257-3189

Applications must be received no later than August 26, 2014. Applications will be reviewed and scholarships awarded by the Conference Planning Committee. Those who are awarded scholarships will be notified by August 29, 2014.

If you have any questions, please contact me at (845) 257-3197 or e-mail at howelly@newpaltz.edu. Good Luck to all that apply!
APPLICATION FOR SCHOLARSHIP
UPSTATE NY REGION OF NAEP

Your name: ______________________________
College name & address: ____________________________
____________________________________________________________________
____________________________________________________________________

Telephone #: ________________________________
Fax #: ________________________________
E-mail: ________________________________

Why would you like to be considered for a scholarship? _______________________________________
____________________________________________________________________
____________________________________________________________________

Are you a first time attendee?  ____Yes  ____No

Has your School/University ever attended an Upstate NY Region/SUNYPA Fall Conference?  ____Yes  ____No

Is your School/University a NAEP Upstate New York Region member?  ____Yes  ____No

Mail, fax or email form to:  Yolanda Howell
UPSTATE NAEP/SUNYPA
SUNY New Paltz
Purchasing Dept./HAB 307
1 Hawk Drive
New Paltz, NY 12561

Application Deadline: August 26, 2014
Member benefits……. Articles that provide knowledge and growth to the Procurement Professional

How do you determine your department’s status as a professional department? Do you benchmark with your peers? How do you know you are hiring competent employees?

**What is the NAEP Competency Model?**
The NAEP Competency Model is a detailed framework of key traits, job knowledge and core skill sets that lead to high performing individuals and procurement departments.

Developed by the NAEP Professional Development Committee, the comprehensive Competency Model creates a framework that can help procurement departments build a successful, thriving, and healthy procurement department.

**How do I learn more about the model?**
To learn more about this valuable resource, view a quick introductory video [NAEP Competency Model Video](#) and download the [NAEP Competency Model](#) materials from the National website.

The model materials are available only to NAEP members. *(You must log into the NAEP Members-only section of the website to download the document.)*

**Selecting Top Talent**
Are you adding new staff this year? The model clearly highlights key traits and skills to help you identify top candidates during the interview process. The [Interview Guide - Entry-level Buyer Position](#) will provide specific questions for this position to help ensure you make the right hire – the first time!

For more information and to watch the video go to the Member pages of the National website. You will find this and many more tools available to support you and your institution as you continue to increase your knowledge and expertise.