



## T-O-A-L, NAEP

Texas - Oklahoma - Arkansas - Louisiana Region, National Association of Educational Procurement

# Networking News

Volume 09, Issue 2

July 2009

### *Message from the President*

Well summer is here and the heat is on. I hope that each of you can take a few minutes away from your busy schedules to catch up on what is going on with your organization and to get your early-bird registration completed. Otherwise you may find yourself waking during the middle of the night in a cold sweat, thinking that you have missed the opportunity to save your institution \$50 on your registration fee. Why put off until tomorrow what you can get done today?

Your Board and Host committee have been extremely busy ironing out the details of what will truly be an epic meeting. I don't want to give all of the secrets away but Alan Phillips is finalizing a program that even the most skeptical penny-pincher would say, "WOW, this is an unbelievably good value for the price!" You will also have not one but two opportunities to meet with those invaluable vendors that bring value to your purchasing efforts and make your job a whole lot easier. A special thanks to Patty Winkler and Rob Moerke for all of their hard work. If this is not enough then don't forget about all of the crucial networking opportunities that will be available during the conference. We are currently working on numerous events that people will talk about for years to come. And don't forget about your treasurer, Tom Hoffmeyer and your secretary, Roger Fuller, who are putting in countless hours behind the scenes watching after the organization's financial interests and communicating the organization's information, respectively.

After you finish registering for the conference, it is a perfect time to volunteer to be an active member of the organization. It doesn't take much to make a difference and the efforts are the very essence of what makes our organization so successful.

Please take the time to contact Alan if you would like to present or moderate a session. Contact Patty if you would like to help recruit vendors or would like to help out at the vendor show. Roger would also appreciate assistance in recruiting and or retaining current members. And Tom is all about the money so give him a call if you would like to open up a scholarship fund or just want to give the organization a few extra dollars.

Hopefully you will contact me if you would like to share any information or ideas that will make the organization better. With that in mind based on a suggestion by a member, we have been able to extend the room rate for those who would like to stick around after the conference. We love to hear your suggestions and have also based most of our planning decisions on the feedback received by members who attended last year's conference.

I hope this letter finds you all well. My heart goes out to Brian and anyone else who may have lost a loved one this year. I think it was Rob Parker who described the conference as a "family reunion" last year. I believe this is a good analogy for the event. If you can't attend I would suggest you start working on the excuse you are going to give Momma, or one of many past presidents who we intend to honor at this our 60<sup>th</sup> Anniversary. Be there or else your ears will be burning because you know we are going to talk about you!

Best wishes. Take care.

**Kevin Holmes, C.P.M. President, TOAL**

### **Conference Notes**

Please check the website for updates on the conference. We will continue to make updates as new information is available. Go to the website to check out the conference program, see area attractions and learn about some of the fun we have planned for this year's conference.

### **Vendor Expo**

**Registration is now open!!** Please take some time and invite all your vendors to visit our website for the link to the on-line registration or send them the attached flyer, with your personal note asking them to become a part of TOAL in San Marcos, Texas. This year's theme for the vendor expo is racing, so Ladies and Gentlemen . . . **START YOUR ENGINES!!!**

We are planning an interactive vendor expo this year with games, door prizes and much more. We will also be hosting our first **"Vendor Appreciation Event"**. We have many vendors that have supported us throughout the years and this year, since it will be our 60<sup>th</sup> Anniversary, we will be recognizing a few of our vendors that have provided continuous support over the many years either by having a booth with us year after year or through their generous sponsorships. So, please help the TOAL Board get as many vendors as possible to our show and be sure and invite our yearly supporters.

Also, since times are tough, we are offering a "Share-A-Booth" program. If you know of two vendors that just can't afford the cost of a booth on their own, but could if they could share the cost, do we have a deal for them! "Share-A-Booth" program will allow two vendors to exhibit for the price of one. [Attention Texas Members](#) – this would be a great way to get some certified Texas HUB vendors at our show. If you work with a vendor that is a part of the mentor protégé program this would be a wonderful opportunity for that vendor to introduce their protégé to TOAL.

We are off to a good start, with eighteen (18) vendors already registered for **TOAL in San Marcos**. But, in order to cross the finish line, we need your help to accelerate and get those vendors to the checkered flag. So please, take just a few minutes and pass along our website or the attached vendor expo flyer. Let's make this the Daytona 500 in San Marcos, TX and get all of our partners in the winner's circle!

Keep checking the site for updated information. If there are any questions, please contact Patty Winkler @

[p-winkler@tamu.edu](mailto:p-winkler@tamu.edu)

**Patty Winkler, CTP, C.P.M.**  
**TOAL 2nd Vice President**

### **Treasurer's Report**

Just a few notes from the financial side of TOAL. TOAL again contributed \$1,000 to the NAEP scholarship fund to be used by regions for attendance at various professional development activities. I am pleased that we have continued this tradition, and the NAEP National Office is certainly appreciative of this support.

Some of you are utilizing credit card payment for your registrations for the San Marcos Annual Meeting – great! This is a fast, safe, and convenient method for payment settlement, and we are glad to provide you with this payment option. [Here's the link.](#)

As some of the other officers have stated, I encourage you to contact your suppliers and encourage them to exhibit in San Marcos. This provides suppliers with opportunities to interact with purchasing professionals, and provides TOAL with needed financial support to present quality professional development. [Here's the link.](#)

**Tom Hoffmeyer, C.P.M, CPA**  
**TOAL Treasurer**

### **TOAL ListServ**

Make sure you are on the TOAL ListServ. All important information is distributed through the ListServ.

[Subscribe to Listserv](#)

### **Call for Moderators**

If you are interested in volunteering to be a moderator for TOAL '09, please contact Alan Phillips @

[AAPhillips@central.UH.EDU](mailto:AAPhillips@central.UH.EDU)

*A Note from the Host Committee...*

## **SYNERGY- TEXAS STATE PLANS VENDOR OUTREACH EVENT**

The best definition I have heard for synergy is “1+1 may sometimes equal “3” or even “4” if done right”. Texas State University-San Marcos is attempting to do this by scheduling a regional “economic opportunity forum” or Vendor outreach event to coincide with the wrap-up of TOAL’s Fall 2009 conference. If your institution does minority- and/or women-owned business outreach, Texas State is extending an invite to ya’ll to be part of the “4”. We feel this is a great 2 for 1 offer – TOAL and Texas State’s Economic Opportunity Forum all at the same location!

On Wednesday afternoon September 23<sup>rd</sup>, after TOAL’s closing session, as many of the attendees say goodbye to their peers with fond memories of the TOAL 2009 events and head back to their respective universities, some will stay that afternoon to engage in Vendor outreach activities. They will be discussing potential business opportunities with a special category of Vendors at the “Gateway to the Hill Country Fall 2009 HUB Economic Opportunity Forum” being held at the Embassy Suites-San Marcos.

An “economic opportunity forum” or “EOF” is part of the State of Texas’ Vendor outreach efforts to increase the amount of business done with “Historically Underutilized Businesses” or HUB’s. HUB’s are minority-owned, women-owned business, or both, that have been certified by the State as meeting the criteria established to be recognized as a HUB. Part of the State’s assessment that an agency of the State of Texas is making a good faith effort to meet or exceed their HUB participation goals is through the hosting or co-sponsoring of a regional or statewide EOF.

An EOF is a “reverse” vendor show where “HUB Coordinators” and other procurement personal staff booths so that the Vendors may come by to visit about potential business opportunities. It also offers educational sessions for HUB vendors on topics such as the State’s mentor-protégé program, financial resources and alternatives, the benefits of becoming HUB certified and how to do business with State of Texas agencies and universities. Our target audience is potential and certified HUB Vendors from the surrounding counties between Austin and San Antonio. In addition to State universities, we are expecting State agencies and other governmental entities to send personnel to this event as part of their HUB good faith, DBE or MBE/WBE outreach efforts.

If anyone is looking for a good reason to extend their stay for a little while more in San Marcos, we are hoping to provide TOAL members from Texas public universities with an opportunity to do so and further the State of Texas’ goal of supporting and diversifying the State’s economy.

For other TOAL members, we hope to offer ya’ll another opportunity to see how we do it down here in “the Gateway to the Texas Hill Country”!

If you wish to secure an exhibit booth or want more details regarding the event, please contact Yolanda Strey, Texas State’s HUB Specialist at 512-245-2523 or [HUB@txstate.edu](mailto:HUB@txstate.edu).

**Rob Moerke, C.P.M., CTPM**  
**TOAL – 2009 Host Committee Chair**

### ***Hotel Information***

This year’s conference will be held at the wonderful (and brand new) Embassy Suites in San Marcos, Texas. The hotel has once again developed our very own link to help assist in your hotel reservations. Just click on the link below and you will be directed to our TOAL 2009 hotel site.

Remember to use our Group Code: TOA in order to get the \$115.00 rate for King or Double.

[Embassy Suites Registration - TOAL Conference](#)

**Hotel Reservation Deadline:  
August 14, 2009**

### ***Host Event Location Determined***

The Host Committee and the Board are very excited about the location of the Host Event this year. The event will be held at Texas Old Town, which is a special events facility. More information about the host event will be provided later, but if you would like a preview of the facilities, check out their website: [Texas Old Town](#)

### ***We Would Like to Use Your TOAL Photos, T-shirts, etc From Past Conferences***

If you have TOAL T-shirts, photographs, etc. from past conferences, we would love for you to bring them to the meeting. Since this is our 60<sup>th</sup> anniversary meeting, we want to create some displays documenting TOAL’s past. If you have photographs you would like to share and the ability to scan them, forward them to Roger Fuller at [r.fuller@tcu.edu](mailto:r.fuller@tcu.edu)

## 2008-2009 TOAL Officers

### Don't forget about all of the fun and exciting things to do in and around San Marcos!

Below is a recap of some of the things to do and places to visit that Rob Moerke told us about in the last newsletter:

- Outlet Malls – within a mile of the host hotel
- Cheatham Street Warehouse – Live Music
- New Restaurants and some Old Favorites
- Classic Car Museum due to open in September
- Tubing on the San Marcos River (72 degrees – year round!)
- Schlitterbahn Water Park in New Braunfels (#1 water park in the country)
- Gruene, TX is nearby and is home to shops, restaurants, and the Oldest Dance Hall in Texas, the famous Gruene Hall. The 3<sup>rd</sup> weekend in September is also “Gruene Market Days” where over 100 vendors sell their wares.
- Nearby Wimberly has the longest zip lines in Texas.
- Fredericksburg is home to the Nimitz “War of Pacific” Museum, Fort Mason, several wineries, and many German restaurants.
- Texas State University-San Marcos is a beautiful campus that is bisected by the San Marcos River.
- The LBJ Ranch National Park is located nearby
- For you football fans, UT and Texas Tech are scheduled to play on September 19 in Austin at 7:00 pm
- A Golf Tournament is in the works and more details about that will be available later.

As you can see, there are plenty of venues available for “extracurricular activities” during our stay in the San Marcos area. So come early and leave late and enjoy the conference!

#### President

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## **60 years of Excellence**

**TOAL 2009**

**Annual Meeting & Exposition**

**September 20 – September 23**

**NEW!** On-line Conference Registration now available... Register early and save \$50!!!

(Early registration deadline **September 5**)

Registration Webpage: [TOAL 2009 Conference Registration](#)

### **Hotel Information**

Embassy Suites San Marcos  
Hotel, Spa & Conference Center  
1001 E. McCarty Lane  
San Marcos, TX 78666

[Hotel Information Site - San Marcos, TX](#)

Reservations: 1-800-EMBASSY

On-line Reservation Webpage:

[Embassy Suites Registration- TOAL Conference](#)

Hotel Rate: \$115

Group Code: TOA

Hotel Reservation Deadline:

**August 14, 2009**

# TOAL 2009 Fall Regional Meeting



## ***Product Exhibit***

***Monday, September 21, 2009***

***3:00 PM – 7:00 PM***

***Embassy Suites San Marcos  
San Marcos, TX***

***On-Line Exhibitor/Sponsorship registration is  
now available on our TOAL website:  
[www.naep.toal.org](http://www.naep.toal.org)***

You are invited to exhibit your products and services to purchasing professionals serving higher education from the four state areas. In addition to the 125-140 purchasing professionals attending the annual Texas, Oklahoma, Arkansas, Louisiana (TOAL) regional meeting of the National Association of Educational Procurement (NAEP), you will also have the opportunity to exhibit your products and services to the purchasing professionals from local educational and other governmental entities.

What **BENEFITS** do I receive by participating as an Exhibitor?

- A direct line to a large group of your target audience. The majority of attendees are either decision makers or consensus makers in their organizations.
- An opportunity to interface with institutions of which you may not be aware.
- An opportunity to share ideas, approaches, products, and services that have applicability to NAEP member institutions.

### ***Booth Package***      ***\$ 650***

- (1) 8'x10' Booth Space
- (2) Tickets for Sunday, September 20<sup>th</sup> Welcome Reception
- (4) Drink tickets to be used either for Welcome Reception or Vendor Expo

## **Sponsorship Opportunities**

### ***Silver Package***      ***\$ 900***

- (1) 8'x10 (Approx.) Deluxe Booth Space in Desirable Location
- Narrative Published in the TOAL Program (125 words or less)
- (3) Tickets for Sunday, September 20<sup>th</sup> Welcome Reception
- (6) Drink tickets for Welcome Reception and/or Vendor Expo

### ***Platinum Package***      ***\$1200 (LIMITED AVAILABILITY)***

- (1) 8'x10' (Approx.) Deluxe Booth Space in Premium Location

- (4) Tickets for Sunday, September 20<sup>th</sup> Welcome Reception
- (8) Drink tickets for Welcome Reception and/or Vendor Expo
- Approved promotional material included in attendee packets
- (1) Speaker Presentation Sponsorship of choice
- Narrative Published in the TOAL Program (125 words or less)
- Recognition on on-site signage

**Hospitality Room \$300 (in addition to booth or sponsorship) (LIMITED AVAILABILITY)**

- Private meeting room space concurrent and post to exposition hours
- Opportunity to exclusively present your products/services to the TOAL Membership
- Arrangements for food and beverage made separately with hotel

## Share-A-Booth

Times are tough; TOAL understands and wants to help! We are offering the opportunity for vendors to split the cost or “Share-A-Booth”. If you have a partner and would like to share the cost of the booth package, we would love to book you and your partner for TOAL 09’ in San Marcos.

Basically, your cost of the booth would be half and your partner would pick up the other half. So, your cost could be as low as \$325.00 to have the opportunity to network with purchasing professionals that are located within the TOAL region.

If this sounds like something you would be interested in or just would like more information, please contact **Patty Winkler @ [p-winkler@tamu.edu](mailto:p-winkler@tamu.edu)** or 979-845-4556.

## Additional Sponsorship Opportunities

### Sponsorship Values

\$250 | \$500 | \$700 | \$1,000 | \$1,500 | \$2,000

Welcome Reception	Supplier Expo Decorations/Entertainment
Welcome Reception Band/Entertainment	Hospitality Suite (Monday)
Hospitality Suite (Sunday)	Tuesday Break (snacks/drinks)
Monday Keynote Speaker	Tuesday Host Event
Monday Break (snacks/drinks)	Hospitality Suite (Tuesday)
Supplier Expo Door Prizes/Cash	Wednesday Closing Speaker
Supplier Expo Reception	Membership Gifts and T-shirts

**Note:** If you are interested in sole sponsorship on any of the above events, please contact Patty Winkler (Texas A&M University) [p-winkler@tamu.edu](mailto:p-winkler@tamu.edu) or (979) 845-4556. These opportunities are limited and available on a first come/first honored basis.

**Register Today On-line at the following website:**  
[www.naeptoal.org](http://www.naeptoal.org)

### Helpful Contacts:

**Patty Winkler**  
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**Mary Williams**  
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**TOAL 2009 Program, SAN MARCOS, TX  
SEPTEMBER 20 – 23, 2009**

Monday, September 21, 2009	
8:00 am to 8:45 am	<b>Welcome Address</b> -Kevin Holmes, President of TOAL
8:45 am to 10:00 am	<b>Opening Keynote:</b> Dennis Fouty, Ph.D., University of Houston CIO
10:00 am to 10:15 am	Break
10:15 am to 12:00pm	B/O: Teresa O'Brien- <b>Federal Contracts and Grants Administration</b> B/O: Burr Millsap- <b>"Your Arse is Showing"</b> B/O: International Shipping and Customs- <b>FedEx</b>
12:00 pm to 1:00	Attendee Lunch with Video-
1:30 pm to 2:45	Lander Medlin, Executive Director of APPA, <b>"Collaboration with Associations"</b>
3:00-7:00	Vendor Exposition: <b>Sustainability Vendor Presentations</b>
3:00-7:00	Vendor Exposition: <b>Various Vendor Presentations-TBD</b>
Evening	On your own
Tuesday, September 22, 2009	
8:00 am to 9:00 am	Breakfast Session: NAEP/ E & I Joint Presentation-Burr Millsap/Carol Barnhill
9:00 am to 10:15 am	B/O: Brian Yeoman- <b>Sustainability</b> B/O: Mary Sue Goldwater- <b>RFP</b> B/O: Karen Gross - <b>HUB's in Texas</b>
10:15 am to 10:30 am	Break
10:30 am to 11:45 am	B/O: Brian Yeoman- <b>Sustainability, cont.</b> B/O: Mary Sue Goldwater- <b>RFP, cont.</b> B/O: <b>e-Procurement-SciQuest</b>
11:45 am to 1:30 pm	Attendee Lunch with TREMCO or E & I sustainability <b>Lunch-Past-President and Board of Directors</b>
1:30 pm to 2:45 pm	B/O: Brian Turman- <b>Taking Fear out of Evacuation</b> B/O: <b>Facility Strategy Team</b> B/O: <b>What the heck is JOC?- Noveau</b>
2:45 pm to 3:00 pm	Break
3:00 pm to 4:15 pm	Roundtable Procurement Forum (topics may include Ethics, Stimulus package, Athletics and Security and Safety on campus-Alan Phillips)
Evening	Host Event
Wednesday, September 23, 2009	
8:00 am to 9:00 am	Breakfast Session-Closing Keynote-Craig Passey, BYU
9:15 am to 11:00 am	Business Meeting/ Elections
11:00 am	Adjourn: <b>Door Prizes</b>