

Speaker Bio's

Rebecca Crites, VRS-VA Retirement System

Lisa Kirby, eVA's Deputy Director

Riley O'Brien, Records Analyst, Library of Virginia

Mr. Alan H. Culpeper, CPPO,VCM,VCO- Director of Procurement -County of Culpeper

Alan H. Culpeper, CPPO, VCO, Director of Procurement and Communications for Culpeper County, Virginia. Mr. Culpeper has been employed with the County of Culpeper since 2001 and holds a Bachelor degree in Business Administration.

As the Director of Procurement for the County he leads the Purchasing Team in providing services for the acquisition of goods/services and constructions ensuring all goods/services are of appropriate quality and are acquired in a timely and cost effective manner at the least expense to the County.

As the Communication Director his team is charged with the responsibility of planning, constructing, operating and maintaining a Public-Safety communication network for County agencies, and to support all voice communication.

Mr. Culpeper is a charter member of the Virginia Association of Governmental Purchasing (VAGP) and currently sits on the VAGP Professional Development Foundation. He is a certified Instructor and a Certified Public Purchasing Officer (CPPO) with the National Institute of Governmental Purchasing (NIGP) and is a certified Virginia Contracting Officer (VCO) with the State of Virginia.

Having a passion for public procurement and leadership Mr. Culpeper provides insights and solutions for a changing purchasing workforce. Using the knowledge gained though NIGP, and VAGP he helps purchasing professionals focus on enhancing and improving their ability to capture the meaning of government purchasing, and to improve their efficiencies.

As an NIGP Instructor he promotes confidence, challenges minds, and guides positive outcomes. VAGP will benefit from his purchasing knowledge and his unshakeable belief in the ability that all public purchasing officials can do great things.

Robin Hildick (Economist U.S. Bureau of Labor Statistics)

Robin Hildick is a senior economist with the Bureau of Labor Statistics. Hailing from the outskirts of London, he found himself moving to this side of the pond over a decade ago. Since then, Robin has helped people from academia, government, and the world of business with labor data they didn't even know they needed. His passion for data has driven him to write countless press releases and attended dozens of conferences, which is lucky since that's also his job description. Robin has a BS in Economics from The College of New Jersey and an MS in Statistics from Penn State.

Ronald L. King, CPPB, CPPO, VCO, VCM- DGS Statewide Strategic Sourcing Manager



Ron, originally from South Boston, VA, has over 36 years of purchasing experience in both the private and public sectors, beginning as a buyer with Leggett department store for six years then moving on to the public sector at the University of Virginia in 1987. Ron has performed procurement duties at the University of Virginia, Virginia Commonwealth University (VCU), Virginia Museum of Fine Arts, Department of General Services/Division of Purchases & Supply, the VA Department of Agriculture & Consumer Services, and is currently a Statewide Strategic Sourcing Manager for the VA Department of General Services/Division of Purchases & Supply in Richmond, VA.

Ron is certified as a CPPO, CPPB, Virginia Contracting Officer (VCO), and Virginia Contracting Master (VCM). He earned a Level 1 certificate in Purchasing from John Tyler Community College in 1996 and obtained Master Instructor status with NIGP in 2000. He holds a Bachelor of Arts degree and a Master of Arts degree in English from James Madison University. He taught at VCU as an adjunct professor in the English Department from 1988 - 2016.

Ron develops and teaches classes on various procurement-related topics for the Virginia Association of Governmental Purchasing (VAGP), Capitol Area Purchasing Association (CAPA) and NIGP. Ron has served on the both the VAGP Board of Directors and on the VAGP Professional Development Foundation, has served as a member of the VAGP Education Committee, and was named VAGP Buyer of the Year for 1999. In 1997 Ron co-authored the history of VAGP for the chapter's 40th anniversary. He is also a member of CAPA where he served as Treasurer beginning in 1992, then Secretary, Vice President, and President in both 1995 and 2013. He was the editor of the CAPA newsletter in 1990 & 1991, and was a member of the 1992 NIGP delegation to Russia and Estonia.

Contact: ron.king@dgs.virginia.gov

Charles Marshall, Professional Speaker, Humorist



Charles Marshall is one of the most popular humorous motivational speakers speaking today and has over 20 years experience speaking to audiences all over the United States . Each year, Charles travels 100,000 miles to perform in over 100 corporate and civic venues from New York to California . His animated delivery and original observations have captivated over 1,000 audiences over the past two decades, including many Fortune 500 companies.

He is the author of several books including: The Seven Powers of Success and I'm Not Crazy But I Might Be A Carrier. He also has produced and performed two full-length comedy videos, Fully Animated and I'm Just Sayin'!

Lorie W. Newton, CPPO, CPPB Assistant Director of Purchasing Chesterfield County Purchasing Department

Lorie Newton is the Assistant Director of Purchasing for Chesterfield County. Lorie has over 30 years of public purchasing experience in state, higher education, K-12 and local government. Lorie began her procurement career in higher education at Virginia State University in 1984. After 14 years at VSU, Lorie became the Procurement and Facilities Manager at District 19 Community Services Board, a multi-jurisdictional board serving eight localities. She was responsible for both procurement and facilities management in this position. In 2008, Lorie was hired as a Senior Contract Officer at Chesterfield County where she was responsible for procurement of various goods/services and became the “unofficial” school board liaison, working to build strong relations between the purchasing department and school board officials. In April 2013, Lorie was promoted to the Assistant Director of Purchasing managing eight senior contract officers and one principal contract officer. She is currently a member of CAPA, VAGP, and NIGP and serves on the Board of VAGP as the Treasurer. She served for three years as the Conference Advisory Committee (CAC) chair and was key in the planning of six successful conferences. Lorie received the VAGP Volunteer of the Year award in 2015. Lorie received her Certified Professional Public Buyer (CPPB) certification in 2011 and her Certified Public Procurement Officer (CPPO) certification in 2013. Lorie participates in Chesterfield County sponsored events to include Breakfast with the Buyers and as a Volunteer Instructor for the Learning and Performance Center and also frequently presents at various conference across the Commonwealth.

Lorie is one of five children and is very blessed to still enjoy the love and laughter of her parents, 87 and 82 years old. She is the mother of one daughter, Christan, and grandmother of three, Aidan, Andrew and Ava. Lorie enjoys spending time with her family, traveling and any outing around water. Her love for people has been very evident in her many years working with at risk youth in the church; serving as a Board member on the Petersburg Chamber of Commerce and the American Cancer Society; her work in fund raising events for cancer and juvenile diabetes; and her overall outlook as it relates to doing for others.

Scott M. Smith, General Manager (NIGP Council)

Mr. Smith leads Gordian’s Enterprise Business Group. In his role, he is responsible for the growth and delivery of Gordian’s solutions across the facilities lifecycle, including solutions to accelerate construction procurement and improve lifecycle cost control. Mr. Smith has over 20 years of industry experience with enterprise software and information services companies in sales leadership and executive management positions, including serving as the president and general manager of a multinational firm delivering business information services. Additional industry experience includes management positions with Software AG, Parametric Technology Corporation and The Kendall Company, a subsidiary of Tyco International. Prior to his joining industry, Mr. Smith was on active duty service with the United States Navy. He is a combat-decorated Naval Aviator. Mr. Smith holds Bachelor degrees in Economics and English from Duke University and a Master of Business Administration from Old Dominion University. He is a Virginia native and currently resides in Warrenton.

Paula Sliefert (NIGP Council)



Paula Sliefert joined The Toro Company in 2007 and currently serves as senior marketing manager in the company's Commercial Business. In her role, she has responsibility for supporting a number of Toro's key industry relationships – in addition to helping develop and implement strategies targeted at growing the Sports Fields & Grounds market segments, which represents professional and collegiate sports, educational institutions, and government including federal, state and local entities. Additionally, Paula serves as Authorized Negotiator to GSA for The Toro Company (all Toro businesses).

Paula is a graduate of Simpson College with a bachelor's degree in German and International Business and holds a master's degree in German from Bowling Green State University. She studied and worked abroad in both Germany and Austria, having completed a work abroad program with Mercedes Benz, as well as having attended the University of Salzburg, Austria.

Professional Affiliations

National Institute of Governmental Purchasing (NIGP): Member & Past Elected Business Council Chairperson

Green Industry Expo (GIE) – (NALP & PGMS): Elected Show Board of Directors Member

Sports Turf Managers Association (STMA): Member / International Committee

Commercial Advisory Board: Invited Member

Safer Athletic Fields for Everyone Foundation (SAFE): Elected Board of Directors Member

Professional Grounds Management Society (PGMS): Elected Board of Directors Member

National Recreation & Park Association (NRPA): Member & Sponsor of Directors School

Park & Recreation Magazine Advisory Board: Invited Member

City Parks Alliance (CPA): Member / 2017 Greater & Greener Conference Planning Committee

Synthetic Turf Council (STC): Member

Snow & Ice Management Association (SIMA): Member

American Public Works Association (APWA): Member

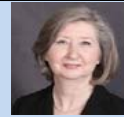
Leadership in Educational Facilities (APPA): Member

ToastMasters International: Member with Advanced Communicator Bronze (ACB) & Advanced Leader Bronze (ALB) / Club Secretary

About The Toro Company

The Toro Company (NYSE: TTC) is a leading worldwide provider of innovative solutions for the outdoor environment including turf, snow and ground engaging equipment, and irrigation and outdoor lighting solutions. With sales of \$2.4 billion in fiscal 2015, Toro's global presence extends to more than 90 countries. Through constant innovation and caring relationships built on trust and integrity, Toro and its family of brands have built a legacy of excellence by helping customers care for golf courses, landscapes, sports fields, public green spaces, commercial and residential properties and agricultural fields. For more information, visit www.toro.com.

Cidna Unger, DGS Manager, Supplier Relationship Management



Cidna has been active in the Procurement/Supply Chain profession for over 15 years. She began her Procurement career as a Buyer, progressing to Senior Buyer for 4 Business Units with Reynolds Metals Co, managing a spend in excess of \$500-million. With the merger of Reynolds Metals and Alcoa Inc in 2006, Cidna was recruited to establish the Alcoa North America Procurement Service Center, managing a group of 20 buyers. The PSC managed MRO procurement spend and activities for 52 Alcoa locations in North America. From 2008-2010, she became a member the Process Development and Implementation Consultant group, charged with analysis and identification of process change, enhancement and implementation of identified solutions.

After retiring from Reynolds Metals/Alcoa Inc with 32 years of service in 2010, Cidna continued her career as a Sourcing Operations Process Analyst with Genworth Financial. During her tenure with Genworth, she led process improvements and implemented best-practices processes to increase the effectiveness and efficiency of the Financial Shared Services group and became involved with their Strategic Supplier Partnership Initiative program.

Cidna is currently using her vast procurement/supply chain experience at the Commonwealth of Virginia as the Manager, Supplier Relationship Management. Part of her responsibilities is to develop and direct the systematic management and approach for the effective assessment, development, usage and quantitative/qualitative performance of all strategic enterprise suppliers. Her duties also include contribution to governance policies, procedures, methodologies and tools to aid the Strategic Sourcing Category Managers. She works closely with leadership and key business partners throughout DGS/DPS, state agencies, local government entities and institutes of higher education. Cidna is the Director for the Supplier Connect/Equipment Showcase, held each year at the Public Procurement Forum.

In her spare time, Cidna volunteers as a Board Member of the ISM-Carolinas/Virginia Affiliate and is the Past-President of the local ISM-CV/Richmond Metro Chapter. She enjoys singing in her church choir and participating in the hand bell choir.

John Verrico, Professional Speaker, Humorist - " Learn something new every day."



With more than 35 years of experience as a communication professional in journalism and public relations, John Verrico speaks around the world on topics such as motivational leadership, work-life balance, team building, customer service, and interpersonal communication. John is a master story teller who blends humor and audience participation in his seminars and coaching sessions. He's the former President of the National Association of Government Communicators and a retired Navy Master Chief Journalist, and conducted community and employee relations for state and federal government agencies. John's broad range of life experiences as a journalist, stand-up comic, janitor, public affairs officer, theater performer, and disco dance instructor, have taught him to enjoy life, not take life too seriously, and learn something new from every encounter. He has a Master's degree in Organizational Leadership and a Bachelor's degree in communication. When not working, John can be found in what a local newspaper called his "demented man cave" where he collects memorabilia of classic monster movies.