



History of
the Virginia Association of
Governmental Purchasing
1958-1998



VIRGINIA ASSOCIATION OF GOVERNMENTAL PURCHASING

Organizational Meeting Willow Oaks County Club, Richmond, Va. August 28, 1959

Front Row: James Ridolphi, Harry Singleton, George Tate, Oscar Harris, Catherine Hoover, Beda Kantarjian, Elizabeth Sharpe, A.E. Berlinghoff, William Reveley Jr., Chauncey Stone.

Back Row: Ashby Newby, Henry Snellings Jr., Gordan Sandridge, George Morton, Lloyd Nunnally, R.J. Ransone, Roy Scott, J.W. Huffman, Louis Westphal, Clinton Jones, Frank Bersch, Gene Moring, James Jordan, Richard Berry.

PAST PRESIDENTS OF VAGP

Roy T. Scott—1957
Commonwealth of VA, Div. of Purchases & Supply

Henry L. Snellings—1959
City of Richmond

Richard A. Barry—1961
City of Lynchburg

Catherine M. Hoover—1963
City of Alexandria

Ashby Newby, C.P.M.—1966
Commonwealth of VA, Dept. of Highways

T. Gordon Sandridge, CPPO—1967
City of Richmond City Public Schools

Clarence P. Rea, Jr.—1968
City of Danville

A.E. Berlinghoff—1969
City of Portsmouth

J. A. Borum—1970
City of Portsmouth

Eugene C. Jennings—1971
Richmond Redevelopment & Housing Authority

Harold D. Carper—1972
Arlington County Public Schools

Aubrey C. Baird—1973
Commonwealth of VA, Dept. of Highways

Barbara C. Polk—1974
Town of Vienna

George Monte—1975
VA Community College System

Bueford B. Thompson—1976
City of Roanoke

Curtis L. Walsh, CPPO—1977
County of Henrico

James L. Shotts, C.P.M.—1978
VA Polytechnic Institute

Amos. C. Cochran—1979
City of Portsmouth

M. E. Poole, CPPO—1980
County of Loudoun

Horace L. Ford, CPPO—1981
Commonwealth of VA, Div. of Purchases & Supply

Martha O. Ford, C.P.M.—1982
Fairfax County Water Authority

Calvin S. Jones, CPPO—1983
County of Albemarle

Craig H. Sykes, CPPO—1984
City of Chesapeake

D. Darwin Roupe, CPPO—1985
City of Roanoke

Norma R. Chandler—1986
College of William & Mary

Aflred V. Elias, CPPO—1987
City of Charlottesville

James A. Waller—1988
City of Norfolk

Peggy W. Holland—1989
Western Tidewater Community Services Board

Tina M. Borger, CPPO—1990
County of Loudoun

Robert N. Fothergill, CPPO, C.P.M.—1991
Commonwealth of VA, Div. of Purchases & Supply

Rick D. Berry, CPPO—1992
City of VA Beach

John F. Groom—1993
City of Portsmouth

Cecelia Stowe, CPPO, C.P. M.—1994
County of Henrico

Eugene Anderson, CPPO, VCO—1995
Norfolk State University

Terri E. Hale, CPPB—1996
County of King William

Janet B. Eisenberg, CPPO—1997
Fauquier County Government & Public Schools

Mike Coburn, CPPO---1998
City of Newport News

Mike Bacile, CPPO, C.P.M., VCO---1999
State Lottery

VAGP NATIONAL AWARDS

1999	NIGP Large Chapter of the Year for 1998
1998	NIGP Large Chapter of the Year for 1997
1996	NIGP Large Chapter of the Year –First Runner Up for 1995
1995	NIGP Large Chapter of the Year—First Runner Up for 1994
1994	NIGP Large Chapter of the Year for 1993
1992	NIGP Chapter of the Year—First Runner Up for 1991
1988	NIGP Chapter of the Year for 1987
1984	NIGP Chapter of the Year for 1983

VAGP PURCHASER OF THE YEAR AWARDS

1983	Paul N. Proto	County of Henrico
1984	Curtis L. Walsh, CPPO	County of Henrico
1985	M. E. Poole, CPPO	County of Loudoun
1986	Aubrey C. Baird	VA Dept. of Transportation
1989	D. Darwin Roupe, CPPO	City of Roanoke
1992	Robert N. Fothergill, CPPO, C.P.M.	Dept. of General Services, Division of Purchases & Supply
1994	Rick D. Berry, CPPO	City of VA Beach
1995	Cecelia Stowe, CPPO, C.P.M.	County of Henrico
1996	Eugene Anderson, CPPO, VCO	Norfolk State University

VAGP BUYER OF THE YEAR AWARDS

1995	Sue Ellen Danielson, CPPB	County of Chesterfield
1996	Louise E. Stokes, CPPB	County of York

T. GORDON SANDRIDGE LIFETIME ACHIEVEMENT AWARD

1994 T. Gordon Sandridge, CPPO County of Henrico Public Schools

VAGP DISTINGUISHED SERVICE AWARDS

1984 Sidney L. Wells, CPPO, C.P.M. Dept. of General Services,
Div. Of Purchases & Supply

1984 T. Gordon Sandridge, CPPO County of Henrico Public Schools

1988 Norma R. Chandler, CPPO College of William & Mary

1988 Curtis L. Walsh, CPPO County of Henrico

1989 Lewis E. Spangler NIGP

1990 James A. Waller, CPPO City of Norfolk

1991 Peggy W. Holland Western Tidewater Community Services Board

1992 Alfred Elias, CPPO City of Charlottesville

1992 Paul N. Proto County of Henrico

1993 D. Darwin Roupe, CPPO City of Roanoke

1994 John F. Grook, CPPB City of Portsmouth

1995 Rose King, CPPB James City County

1997 Terri Hale, CPPB County of King William

1997 Robert N. Fothergill, CPPO, C.P.M., VCO Dept. of General Services,
Div. of Purchases & Supply

VAGP SCHOLARSHIP RECIPIENTS

1992 Wiley C. Rowsey, CPPO, VCO Dept. of General Services,
Div. of Purchases & Supply

1992 D. Ann Sells, CPPB VA Education Loan Authority

1993 Carline Deal, CPPB, VCO Patrick Henry Community College

1994 John B. Facenda, CPPB City of Norfolk

1994 Annie Q. Taylor, CPPO, C.P.M., VCO VA Polytechnic Institute & State Univ.

1995 Clarence Wilson, CPPB, VCO VA State Police

1995 Mary A. Perthone, CPPB VA Student Assistance Authorities

1996 Gloria W. Niblett, CPPB, VCO VA Museum of Natural History

1997 Joni C. Upshaw County of King William

VAGP LIFE MEMBERSHIPS

Alice J. Babcock

Aubrey Baird

Harold Carper

Norma R. Chandler, CPPO

Amos Cochran

Mary Ann Ferguson

Horace Ford

Martha O. Ford, CPPO, C.P.M.

Robert N. Fothergill, CPPO, C.P.M., VCO

Eugene Jennings

Calvin S. Jones, CPPO

Jeanne Maupin

George Monte

Jeanne Mooney

T. Ashby Newby

M. E. Poole, CPPO

D. Darwin Roupe, CPPO

T. Gordon Sandridge, CPPO

James L. Shotts, C.P.M.

Anita Simms

Lewis E. Spangler, CPPO

Bueford B. Thompson

Sidney L. Wells, CPPO, C.P.M.

1957 - 1958

President	Roy T. Scott
Vice President	Henry L. Snellings
Treasurer	Richard A. Berry
Secretary	Catherine M. Hoover

An organizational luncheon meeting, spearheaded by J. W. Huffman, for the formation of an organization of purchasing professionals was held April 30, 1957, at Richmond Hotel Jefferson. The meeting was called to order by chairman pro tem, Mr. Huffman, President of NIGP and Virginia Smith served as secretary pro tem. Dues were set at \$5 per annum. J.W. Huffman introduced NIGP Executive Vice President Albert H. Hall, who explained that the purpose of a chapter was the need of a good, sound way of spreading information about public procurement.

The following committees were appointed:

Constitution and Bylaws: Roy T. Scott, Albert H. Hall, and James A. Borum.

Resolutions: Henry L. Snellings, Jr., T. Gordon Sandridge, and L.A. Azlin.

Nominations: Ralph C. Eaton, L.L. Branch, Hilton G. Bonney.

Tellers: G.L. Nunnally, A. Reid Elder, and Frank L. Bersch.

There were 23 charter members who signed the Charter Roll. There were: L.A. Azlin, H.E. Bailey, A.E. Berlinghoff, Richard A. Berry, Hilton G. Bonney, James A. Borum, L.O. Branch, E.R. Buffington, Jr., R.C. Eaton, A. Reid Elder, Randolph L. Hall, Rylie S. Hayden, Roger J. Hickey, Catherine M. Hoover, J.W. Huffman, R.M. Loughborough, Guy P. Morris, G. Lloyd Nunnally, Clarence P. Rea, Jr., T. Gordon Sandridge, Roy T. Scott, Henry L. Snellings, Jr., and R.L. Spence. The first election of officers was held and the following won unanimously: President Roy T. Scott; Vice President Henry L. Snellings, Jr.; Treasurer Richard A. Berry; Secretary Catherine M. Hoover.

The first regular luncheon meeting of the organization was held on June 7, 1957, in Richmond at the Jefferson Hotel. Dr. Warren Cooper of UVA proposed a three-day school for purchasing agents at the University. The cost was \$3 a person. Twenty-seven members were present.

The second luncheon meeting was held November 20, 1957, at the Richmond John Marshall Hotel. The membership voted to affiliate with NIGP. Twenty-eight members were present.

1958

The first meeting of the Virginia Chapter of the National Association of Governmental Purchasing (NIGP) was held on April 25-26, 1958, at the Charlottesville Monticello Hotel. President Roy Scott presided. Chapter membership was 28.

Another luncheon meeting was held September 12 in Lynchburg at the Virginian Hotel with 23 members present. Henry Snellings, Vice President, presided. Plans were adopted for a Seminar at the University of Virginia. Fair Trade laws were also discussed. The guest speaker was Al Lynch, Lynchburg General Electric Plant; he discussed in detail the Purchase Order System with its extensive use of automation. It was moved and approved by the membership to have two overnight meetings a year instead of three-day meetings.

1959

President	Roy T. Scott
Vice President	Henry L. Snellings
Treasurer	Richard A. Berry
Secretary	Catherine M. Hoover

The last meeting of the Virginia Chapter of the National Institute of Governmental Purchasing met March 13–14, 1959, at the John Marshall Hotel in Richmond. Registration was \$11.50 a person. At that meeting a letter dated March 2, 1959, from Albert H. Hall, Executive Vice President, NIGP, was read. It stated:

The Board of Directors of NIGP decided to eliminate Institute chapters. Effective April 1, 1959, all chapter charters are withdrawn and the chapter structure is abolished.

Chapters were originally created to encourage representatives from smaller governmental units to join NIGP. In many areas, however, the reverse developed. Many considered that membership in the local chapter was sufficient and that it was not necessary for them to belong to or pay dues to the national body. Thus, NIGP was placed in the unusual position of supporting and backing organizations that discouraged its own growth.

The following committee was appointed to re-organize the group: Henry S. Snellings, Jr., Chairman; Roy T. Scott; Richard A. Berry; Catherine M. Hoover.



Members of the former Virginia Chapter of NIGP met August 28, 1959, at the Willow Oaks Country Club in Richmond. Twenty-five purchasing agents and buyers were in attendance. The meeting was called to order by President Henry Snellings, Jr. The group voted to continue the organization now known as the Virginia Association of Governmental Purchasing (VAGP). Speakers including Dr. Warren Moody, Richmond City Chemist and William Buchner, Sales Representative of Tower Binford Electric

Company presented programs to help purchasing professionals perform their daily duties. The cost was \$3.50 a person and the choices for luncheon were steak or lobster. Roy T. Scott was elected president and Catherine M. Hoover secretary. In attendance were: A.E. Berlinghoff, Dick Berry, Frank Bersch, Mel Burnett, Oscar Harris, Catherine Hoover, Froggy Huffman, Clint Jones, J.E. Jordan, Beda Kantarjian, Gene Moring, George Morton, Ashby Newby, Bluckey Nunnally, Jack Ranson, Bill Reveley, Jim Ridalphi, Gordon Sandridge, Roy Scott, Betty Sharpe, Harry Singleton, Henry Snellings, Jr., Chauncey Stone, George Tate, Louis Westphal.

Officers were elected for two year periods (odd numbered years). Dues were \$3 per member, with a maximum of \$15 for any single governmental agency.

1959-1961

Board of Directors

President	Henry L. Snellings, Jr.
Vice President	Richard A. Berry
Treasurer	Catherine M. Hoover
Secretary	Frank G. Wehler, Jr.

Fall Conference

The VAGP Fall Conference was held October 25, 1960, at the Washington, DC Hotel Shoreham during the annual conference of NIGP. Twenty-seven members were in attendance. Annual dues were \$3 per member. A wedding gift was presented to Mr. Henry Snellings, Jr.

Spring Conference

A Spring Conference was held March 16-17, 1961, at the Executive Motor Hotel in Richmond. The program was "Tire School" conducted by Armstrong Rubber Company. Registration was \$12.50.

1961-1963

Board of Directors

President	Richard A. Berry
Vice President	Catherine M. Hoover
Treasurer	Frank G. Wehler, Jr.
Secretary	T. Ashby Newby

Appointed Committee Chairmen

Membership Development	Eugene Jennings
Publicity	A.E. Berlinghoff

Spring Conference

The Spring Conference was held April 27-28, 1962, in conjunction with APWA of Virginia, DC and Maryland, in the Sky Room of the Marriott Hotel in Arlington, VA. Eighteen members were present. In open discussion, it was concluded that since it was not always possible for all VAGP members to attend the NIGP Conference that VAGP should conduct its own fall meeting.

Fall Conference

The Fall Conference, November 29-30, 1962, was held at the William Byrd Motor Hotel in Richmond. Registration was \$13 per member and there were 33 members present. Membership dues were increased to \$5 per person with a maximum of \$25 for any one organization.

Spring Conference

The Spring Conference was held April 11-12, 1963, at the Norfolk Golden Triangle Motor Hotel. There were 26 members in attendance. Discussion was held on reducing the term of officers from two years to one year. A committee was selected to study this proposal.

1963-1965

Board of Directors

President	Frank G. Wehler, Jr.
Treasurer	T. Ashby Newby
Secretary	T. Gordon Sandridge

Appointed Committee Chairman

Membership	Eugene Jennings
Publicity	A. E. Berlinghoff

In 1963 John Wortham (Froggy) Huffman was the recipient of NIGP's second highest and coveted Distinguished Service Award. G. Lloyd Nunnally was serving as President of NIGP.

Fall Conference

Held October 2, 1963, at Washington, DC Hotel Shoreham, the Fall Conference was held during the annual conference and products exhibit of NIGP. There were 18 members present and the registration was \$6.50. A banner was presented to the association by Oraville Hoover (husband of Catherine Hoover).

Spring Conference

The Spring Conference was held April 22-24, 1964, at the Arlington Marriott Twin Bridges Motor Hotel in cooperation with the Virginia-District of Columbia-Maryland Chapter of the American Public Works Association. Fifteen members were in attendance. Oraville Hoover was presented Honorary Membership Certificate Number 1 for his outstanding interest and contribution to the association. It was announced that William N. Reveley had passed away.

Fall Conference

The Fall Conference, September 20-22, 1964, was again held at the Marriott Twin Bridges Motor Hotel in Arlington in cooperation with the Virginia Municipal League.

Spring Conference

Held April 29 - 30, 1965, at Richmond at the Executive Motor Hotel. Members in attendance were 40.

1965-1966

Board of Directors

President	Frank G. Wehler, Jr.
Vice President	T. Ashby Newby
Secretary	Clarence P. Rea, Jr.
Treasurer	T. Gordon Sandridge

Appointed Committee Chairmen

Publicity	A. E. Berlinghoff
Membership	Eugene Jennings

Fall Conference

The 1965 Fall Conference was held September 28, 1965, at Blackie's House of Beef in Washington, DC. It was announced that Jim Jordan had passed away. Members in attendance were 18.

Spring Conference

Held April 21-22, 1966, the Spring Conference at Midtown Motor Hotel in Danville. There were 27 members present. A motion was made and carried for a newsletter to be published and sent to all members of the organization. It was announced that Gene Moring had passed away.

1966-1967

Board of Directors

President	T. Ashby Newby
Vice President	T. Gordon Sandridge
Treasurer	Clarence P. Rea, Jr.
Secretary	E. A. Berlinghoff

Lloyd Nunnally was elected President of the National Association of Purchasing Agents.

Fall Conference

Twenty-eight members attended the Fall Conference, December 1-2 1966, at Arlington Marriott Twin Bridges Motor Hotel. President Ashby Newby appointed an Educational Committee headed by Gordon Sandridge. Motion was made and carried that VAGP not be affiliated with the Virginia Municipal League.

Spring Conference

The Spring Conference was held May 11, 1967, in Charlottesville at the University of Virginia.

1967-1968

Board of Directors

President	T. Gordon Sandridge
Vice President	Clarence P. Rea, Jr.
Treasurer	A.E. Berlinghoff
Secretary	James A. Borum

Spring Conference

The 1968 Spring Conference was held April 18-19, 1968, at the Executive Motor Hotel in Richmond. J. W. Huffman was presented a lifetime membership in VAGP. The annual meeting included a trip to the Barksdale Dinner Theatre to see "New Faces" and a tour of A. H. Robbins. Registration for this meeting was \$15.

1968-1969

Board of Directors

President	Clarence P. Rea, Jr.
Vice President	A.E. Berlinghoff
Treasurer	James A. Borum
Secretary	Eugene C. Jennings

Appointed Committee Chairmen

Membership	T. Gordon Sandridge
Nominating	T. Ashby Newby

Fall Conference

A tour of the N & W Railroad Repair Shops was part of the conference was part of the Oct. 23-25, 1968, Fall Conference in Roanoke. The Hotel Roanoke was the conference site.

Spring Conference

The 1969 Spring Conference was held May 8-9 in Newcomb Hall at the University of Virginia in Charlottesville, in conjunction with the Governmental Purchasing Institute. Forty-seven members were present.

1969-1970

Board of Directors

President	A.E. Berlinghoff
Vice President	James A. Borum
Treasurer	Eugene C. Jennings
Secretary	Harold D. Carper

Fall Conference

Held December 4-5, 1969, the Fall Conference was at the Arlington Marriott Twin Bridges Motor Hotel. The theme was "Bracing for the Seventies." Registration for this event was \$20, and 43 members were in attendance.

Spring Conference

Held April 30 and May 1, 1970, the Spring Conference was at the Chamberlin Hotel at Fort Monroe in Phoebus (Norfolk). There were 30 members registered.

1970-1971

Board of Directors

President	James A. Borum
Vice President	Eugene C. Jennings
Treasurer	Harold D. Carper
Secretary	Aubrey C. Baird

Fall Conference

The Fall Conference was held December 3-4, 1970, at Williamsburg Holiday Inn of America West. Registration for this event was \$15. Thirty-five members were in attendance. It was announced that Henry L. Snellings, Jr. had passed away.

Spring Conference

Ramada Inn in Lynchburg was the site of the 1970 Spring Conference—June 3-4, 1971. A committee was appointed to investigate a joint meeting with the Carolina group. Registration was \$15.

1971-1972

Board of Directors

President	Eugene C. Jennings
Vice President	Harold D. Carper
Treasurer	Aubrey C. Baird
Secretary	W.H. Griffin, Jr.

Appointed Committee Chairman

Nominating	T. Gordon Sandridge
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Fall Conference

The Fall Conference held December 2-3, 1971, was at the Chamberlin Hotel at Fort Monroe in Phoebus (Norfolk). A motion was made and accepted that VAGP accept an invitation from the Carolinas' Association to hold a joint meeting in Chapel Hill, North Carolina. It was announced that Robert O. Taylor had passed away.

Spring Conference

The 1972 Spring Conference was held March 2, 1972, in Chapel Hill, NC after a joint conference with the Carolina Association of Governmental Purchasing Agents. Thirty-five members were in attendance.

1972-1973

Board of Directors

President	Harold D. Carper
Vice President	Aubrey C. Baird
Treasurer	W. H. Griffin, Jr.
Secretary	Barbara Polk

Appointed Committee Chairman

Nominating	Bueford Thompson
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Fall Conference

Held November 30-December 1, 1972, the Fall Conference was at the Downtowner Motor Inn in Danville. It was announced that Mr. Vining had passed away.

Spring Conference

The Donaldson Brown Center at VPI & SU in Blacksburg was the site of the 1973 Spring Conference—held April 26-27.

1973-1974

Board of Directors

President	Aubrey C. Baird
Vice President	Barbara C. Polk
Treasurer	George Monte
Secretary	Bueford B. Thompson

Fall Conference

Held December 6-7, 1973, the Williamsburg Holiday Inn was the site of the Fall Conference. A committee was appointed to handle and study the subject of retirees holding life memberships. It was announced that Horace Edwards, Jr. had passed away. A tour of Amoco Oil Company's Yorktown Refinery was included in the conference, and a discussion of 1973's energy crisis was discussed.

Spring Conference

The Spring Conference held April 25, 1974, was at VPI/SU Extension Division in Blacksburg.

1974-1975

Board of Directors

President	Barbara C. Polk
Vice President	George Monte
Treasurer	Bueford B. Thompson
Secretary	Curtis L. Walsh

Appointed Committee Chairman

Nominating	Robert Wiatt
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Fall Conference

The Fall Conference was held December 5-6, 1974, at the Ramada Inn in Manassas.

Spring Conference

Again, Blacksburg was the site of the Spring Conference—held April 24-25, 1975, at VPI/SU, Blacksburg. Registration was \$30. It was announced that J.W. (Froggy) Huffman and Roger Hickey had passed away.

1975-1976

Board of Directors

President	George Monte
Vice President	Bueford B. Thompson
Treasurer	Curtis L. Walsh
Secretary	James L. Shotts

Appointed Committee Chairman

Nominating	Eugene Jennings
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T. Gordon Sandridge was elected in 1975 to the presidency of NIGP.

Fall Conference

The 1975 Fall Conference was held December 4-5 at Richmond Holiday Inn Downtown. President George Monte discussed the possibility of having an Executive Committee (the existing Board of Directors consisted of the current president and the four immediate past presidents). It was announced that Peyton Grymes had passed away. There were 47 registrants.

Spring Conference

Held April 7-9, 1976, in Blacksburg at the VPI/SU Donaldson Brown Center, the registration for the Spring Conference was \$28.00. Speakers included were Dr. Walter E. Jensen, Jr., who spoke on product warranties and other aspects of the Uniform Commercial Code; Davis Ross, who spoke on contractual agreements; and John J. Miles, Comments on Attorney General's Role in Antitrust.

1976-1977

Board of Directors

President	Bueford B. Thompson
Vice President	Curtis L. Walsh
Treasurer	James L. Shotts
Secretary	Amos C. Cochran, Jr.

Fall Conference

The Fall Conference was held December 2, 1976, at Hotel Roanoke in Roanoke. John J. Miles spoke on Antitrust; the *Uniform Commercial Code* and Co-operative Purchasing were also discussed.

Spring Conference

At the 1977 Spring Conference, held April 6-8, in Blacksburg at the VPI/SU Donaldson Brown Center, Lifetime Memberships were presented to Catherine M. Hoover, A.E. Berlinghoff, and Harold D. Carper. Ashby Newby was named to the NIGP Board of Directors.

1977-1978

Board of Directors

President	Curtis L. Walsh
Vice President	James L. Shotts
Treasurer	Amos C. Cochran
Secretary	M.E. Poole, Jr./Clarence Hayes

Appointed Committee Chairmen

Educational	T. Gordon Sandridge
Membership	Doris S. Jones
Nominating	Bueford B. Thompson

Fall Conference

Held November 17-18, 1977, the Fall Conference was at the Old Cavalier Hotel in Virginia Beach. Registration was \$25. Membership was 193.

Spring Conference

The 1978 Spring Conference was held April 28 in Richmond at the Regency Inn. The membership voted to become a chapter of NIGP. Chapter membership was 215. The motion was made and passed for VAGP to become a provisional chapter of NIGP.

1978-1979

Board of Directors

President	James L. Shotts
Vice President	Amos C. Cochran
Treasurer	M.E. Poole, Jr.
Secretary	Horace L. Ford, Jr.

Appointed Committee Chairman

Nominating	Curtis L. Walsh
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NIGP began accepting applications for chapter membership in 1977. VAGP applied and was chartered as NIGP's twelfth chapter on October 18, 1978. Charter entities were:

Arlington County Public Schools	City of Williamsburg
Augusta County Service Authority	County of Accomac
City of Alexandria	County of Albemarle
City of Bristol	County of Arlington
City of Buena Vista	County of Campbell
City of Charlottesville	County of Chesterfield
City of Chesapeake	County of Fairfax
City of Clifton Forge	County of Frederick
City of Colonial Heights	County of Goochland
City of Danville	County of Hanover
City of Emporia	County of Henrico
City of Fairfax	County of Henry
City of Falls Church	County of James City
City of Fredericksburg	County of Loudoun
City of Hampton	County of Prince William
City of Harrisonburg	County of Roanoke
City of Lexington	County of Stafford
City of Lynchburg	Dept. of Alcoholic Beverage Control
City of Manassas Park	Dept. of Corrections, Adult Services Division
City of Newport News	Dept. of Highways and Transportation
City of Norfolk	Dept. of Purchases and Supply
City of Petersburg	Fairfax County Water Authority
City of Portsmouth	Hampton City Public Schools
City of Richmond	Hampton Roads Sanitation District
City of Roanoke	Henrico County Public Schools
City of South Boston	Longwood College
City of Staunton	Lynchburg Training School and Hospital
City of Suffolk	James Madison University

City of Virginia Beach
George Mason University
Clinch Valley College of University of Virginia
Christopher Newport College
Newport News Redevelopment & Housing Authority
Norfolk Redevelopment & Housing Authority
Occoquan-Woodbridge Sanitary District
Old Dominion University
Petersburg Redevelopment & Housing Authority
Portsmouth Redevelopment & Housing Authority
Radford College
Region & Community Mental Health & Retardation Services Board
Richmond City Public Schools
Richmond Redevelopment & Housing Authority
Rivanna Water and Sewer Authority
Southern Virginia Mental Health Institute
Southside Mental Health and Retardation Support Unit
Town of Blacksburg
Town of Front Royal
Town of Herndon
Town of Vienna
University of Virginia
Upper Occoquan Sewage Authority
Virginia Beach Public Schools
Virginia Community College System
Virginia Independence Bicentennial Commission
Virginia Institute of Marine Science
Virginia Museum of Fine Arts
Virginia Polytechnic Institute
Virginia State College
William and Mary College

Fall Conference

The 1978 Fall Conference was held November 29-December 1, at the Quality Inn in Leesburg.
Registration was \$30.

Spring Conference

The Richmond Holiday Inn Downtown was the site of the 1979 Spring Conference—April 18-20. Copies of NIGP Charters were presented to member organizations with suggestion that they be framed and placed in prominent places.

1979-1980

Board of Directors

President	Amos C. Cochran
Vice President	M.E. Poole
Treasurer	Horace L. Ford, Jr
Secretary	Martha O. Ford

Fall Conference

Held October 24-26, 1979, in Charlottesville at the University of Virginia, the attendees of the Fall Conference met in Newcombe Hall. There were 73 registered for this conference. M. E. (Mickey) Poole suggested the Procurement Task Force should include a procurement officer. A motion was made and approved that VAGP send a resolution to the State Secretary of Administration and Finance that the Commission be expanded to include one practicing Chief Procurement Officer from a city, a town and a county.

Spring Conference

Held on April 23-25, 1980, at Richmond Holiday Inn Downtown, there were 68 registrants for the Spring Conference.

1980-1981

Board of Directors

President	M.E. Poole
Vice President	Horace L. Ford, Jr.
Treasurer	Martha O. Ford
Secretary	Calvin S. Jones

Appointed Committee Chairmen

Membership	Calvin Jones/Curtis L. Walsh
Educational	T. Gordon Sandridge

Fall Conference

The 1980 Fall Conference was held October 30-31 in Williamsburg Fort Magruder Conference Center. There were 117 members in attendance. A committee was appointed to study VAGP's dues structure.

Spring Conference

Held May 20-22, 1981, in Harrisonburg at Chandler Hall, James Madison University, 82 members were in attendance at the Spring Conference. NIGP Executive Vice President, Lew Spangler, gave a report on the NIGP meeting to be held in Nashville, Tennessee. He made some remarks on Competitive Sealed Proposal courses that were available and requested samples of bids and specifications be sent to NIGP. Registration was \$20 per person.

1981-1982

Board of Directors

President	Horace L. Ford, Jr.
Vice President	Martha O. Ford
Treasurer	Calvin S. Jones
Secretary	Craig H. Sykes

Appointed Committee Chairmen

Educational	T. Gordon Sandridge
Membership	Joy Lauber
Legislative	Paul N. Proto
Honors and Awards	Aubrey C. Baird

Fall Conference

The Fall Conference was held November 4-6, 1981, at the Holiday Inn in Tyson's Corner. The chapter membership was 324 members, representing 137 entities. A motion was made and passed that VAGP pay the expenses of the Association's President to attend the NIGP Annual Meetings—up to \$1,000.

Spring Conference

The Lynchburg Hilton was the site of the 1982 Spring Conference. Curtis Walsh gave a report for NIGP; Virginia was No. 2 in NIGP membership and the State of Florida was No. 1. The motion that was made at the November 6, 1981, meeting to send the president to the NIGP Annual meetings was rescinded. Registration was \$40.

1982-1983

Board of Directors

President	Martha O. Ford
Vice President	Calvin S. Jones
Treasurer	Craig H. Sykes
Secretary	D. Darwin Roupe

Appointed Committee Chairmen

Legislative	James A. Waller, Jr.
Educational	Curtis L. Walsh

In 1982, T. Gordon Sandridge received the highest NIGP Award at the NIGP Conference—the Albert H. Hall Memorial Award.

Fall Conference

The Fall Conference was held October 27-29, 1982, in Blacksburg at the VPI/SU, Donaldson Brown Educational Center. Three types of awards were proposed to the membership and passed. They were: Virginia Purchaser of the Year, Distinguished Service Award, and Lifetime Membership. Registration was \$42.

Spring Conference

The 1983 Spring Conference was held March 16-18 at the Williamsburg Hilton Inn. The chapter membership was 343. Lifetime Memberships were presented to Ashby Newby, Jim Borum, George Monte, Bueford Thompson and Amos Cochran. It was announced that Mr. Roberts had passed away. Registration was \$55.

1983-1984

Board of Directors

President	Calvin S. Jones
Vice President	Craig H. Sykes
Treasurer	D. Darwin Roupe
Secretary	Michael F. Woodfin

Appointed Committee Chairmen

Legislative	H. Edward James
Educational	Curtis Walsh/T. Gordon Sandridge

Fall Conference

October 26-28 were the dates of the 1983 Fall Conference—held in Charlottesville at the Ramada Inn. Membership voted to increase the dues to \$10 per member. Paul N. Proto was presented with the Purchaser of the Year Award. Registration was \$42.

Spring Conference

The Spring Conference was held April 5-6, 1984, at Sheraton Beach Inn and Conference Center in Virginia Beach. Membership passed that the maximum annual dues per agency would be equal to 20 individual memberships. Michael Woodfin resigned his position as Secretary; Norma Chandler fulfilled the remainder of Mr. Woodfin's term. Registration was \$48 per person.

1984-1985

Board of Directors

President	Craig H. Sykes
Vice President	D. Darwin Roupe
Treasurer	Norma Chandler
Secretary	Alfred V. Elias

Appointed Committee Chairmen

Legislative	James Waller, Jr./H. Edward James
Educational	T. Gordon Sandridge
Membership	Diana Sterling

VAGP was presented with 1984 Chapter of the Year award.

Fall Conference

The 1984 Fall Conference was held October 11-12 in Roanoke at Hotel Roanoke. Curtis L. Walsh was presented with the Purchaser of the Year award. Sidney L. Wells and T. Gordon Sandridge were presented with Distinguished Service Awards. A Lifetime Membership award was presented to G. Lloyd Nunnally. NIGP agreed to issue one recertification point for attendance at VAGP conferences. It was announced that Bob Polk and Jim Borum had passed away. Registration was \$35 per person.

Spring Conference

April 17-19 were the dates for the 1985 Spring Conference, which was held at Richmond Regency Inn. The chapter membership was 405. M.E. (Mickey) Poole was presented with the Purchaser of the Year award. Eugene Jennings and Barbara Polk were approved for Lifetime Memberships. It was announced that Tommy Brummer, G. Lloyd Nunnally and Bill Grosscope had passed away.

1985-1986

Board of Directors

President	D. Darwin Roupe
Vice President	Norma Chandler
Treasurer	Alfred V. Elias
Secretary	James A. Waller, Jr.

Appointed Committee Chairmen

Legislative	H. Edward James
Educational	T. Gordon Sandridge
Membership	Diana Johnson

On December 6, 1985, a Memorandum of Agreement was executed by VAGP, NIGP, and John Tyler Community College to provide continuing education credits for VAGP sponsored NIGP courses held in conjunction with JTCC. In April 1986 the VAGP membership approved a career studies certificate titled “General Public Purchasing”—which was developed by the Education Committee of VAGP and JTCC. This certificate required five NIGP seminars and fifteen community college credits. In October of that same year, the membership approved a career studies certificate titled “Public Purchasing & Materials Management.” This certificate required the five NIGP seminars with fifteen community college credits, plus two other NIGP seminars, the newly developed “Virginia Law” seminar, and six standard college credit courses.

Fall Conference

The Leesburg Sigwick Inn was the site of the 1985 Fall Conference—October 9-11. The chapter membership was 431. It was announced that Jack Manuel of Danville had passed away. VAGP contributed \$200 to the NIGP Tommy Brummer Memorial Fund.

Spring Conference

The 1986 Spring Conference was held April 23-25 in Portsmouth at the Holiday Inn Waterfront. The first 100 registrants received a small complimentary gift for early registration. Aubrey C. Baird was presented with the Purchaser of the Year award. The membership voted to accept and participate in the Career Studies Certificate in General Public Purchasing offered by John Tyler Community College (JTCC) in conjunction with NIGP and JTCC. Membership was 445 representing over 200 jurisdictions.

1986-1987

Board of Directors

President	Norma R. Chandler
Vice President	Alfred V. Elias
Treasurer	James A. Waller, Jr.
Secretary	Peggy A. Williams

Appointed Committee Chairmen

Membership	Robert N. Fothergill
Educational	T. Gordon Sandridge
Legislative	Sidney Wells/Calvin Jones
Nominating	D. Darwin Roupe
Publicity	Cynthia Weatherald

The membership approved a two-year Associate in Applied Science Degree in Public Procurement Management in the Business Management Curriculum—developed by the VAGP Education Committee, NIGP, and John Tyler Community College. The NIGP seminars were held at the Holiday Inn—South Koger Center in Richmond.

Fall Conference

Held October 22-24, 1986, the Sheraton Inn in Harrisonburg was the site of the Fall Conference. Registration was \$55. The Career Studies Certificate in Public Purchasing and Materials Management was approved by the membership. Larry Wellman was recognized for his appointment to the NIGP Board of Directors.

Spring Conference

The 1987 Spring Conference was held April 9-10 in Charlottesville at the Omni Hotel. Russell Boraas, an attorney in the Attorney General's Office, developed a seminar on Virginia Procurement Law and John Tyler Community College developed a two-year Associate Degree in Public Procurement Management; both were approved by the membership. D. Darwin Roupe was presented the Purchaser of the Year award. Registration was \$55. The membership committee reports 438 members and 229 agencies.

1987-1988

Board of Directors

President	Alfred V. Elias
Vice President	James A. Waller, Jr.
Treasurer	Peggy Williams
Secretary	Tina Borger

Appointed Committee Chairmen

Educational	Rose Sutherlin
Membership	Robert N. Fothergill
Public Relations	Cynthia Wetherald
Legislative	Paul N. Proto

Fall Conference

The Fall Conference held October 21-23, 1987, was at the Williamsburg George Washington Inn. There were 183 members in attendance.

Spring Conference

The 1988 Spring Conference was held April 6-8 at Holiday Inn Fair Oaks in Fairfax. Subjects discussed included "Purchasing: Public vs. Private" and "Business and Ethics." There were 188 members in attendance.

1988-1989

Board of Directors

President	James A. Waller, Jr.
Vice President	Peggy Williams
Treasurer	Tina M. Borger
Secretary	Robert N. Fothergill

Appointed Committee Chairmen

Educational	T. Gordon Sandridge
Membership	John F. Groom
Public Relations	Cynthia Wetherald
Legislative	Paul N. Proto
Sales	C.L. Wentz

President James Waller presented Lewis E. Spangler with the VAGP Distinguished Service award and Lifetime Membership status at the March 11, 1989, Retirement Dinner. Robin Zee accepted the offer to become new Executive Vice President at NIGP effective July 1, 1989. VAGP was presented the 1988 Chapter of the Year Award in Ottawa, Canada. Curtis L. Walsh was elected NIGP president for 1989.

Fall Conference

There were 170 in attendance October 19-21 at the Radisson in Hampton for the 1988 Fall Conference. Norma R. Chandler and Curtis L. Walsh were presented Distinguished Service Awards.

Spring Conference

The Spring Conference was held April 12-14, 1989 in Blacksburg at the Virginia Tech Donaldson Brown Center. Attendance at the conference was 120. The chapter membership was 678. Alfred V. Elias was presented with Purchaser of the Year award. Lifetime Membership awards were presented to Sidney L. Wells and M.E. (Mickey) Poole. Certificates of Appreciation were presented to Al Elias and City of Charlottesville Purchasing, to Craig Sykes and City of Chesapeake Purchasing, and to Jim Dunlap. The first NIGP Train-the-Trainer Seminar was presented. There were 120 members in attendance.

1989-1990

Board of Directors

President	Peggy A. Williams
Vice President	Tina M. Borger
Treasurer	Robert N. Fothergill
Secretary	Rick D. Berry

Appointed Committee Chairmen

Educational/ Parliamentarian	T. Gordon Sandridge
Membership	Brenda Snyder/Katherine W. Pearson
Public Relations	Cynthia S. Wetherald
Legislative	Paul N. Proto
Sales	C.L. Wentz
Finance	John F. Groom
Program Development	James E. Dunlap
Auditor	Kendra J. McCarthy

This was the first year for publishing of the *News and Views* Newsletter.

Fall Conference

The Fall Conference, October 18-20, 1989, was held in Richmond at the Holiday Inn Koger Center South. The chapter membership was 768. John Tyler Community College agreement was submitted for accreditation. Membership voted to increase dues to \$20 per person with a \$400 cap for agencies. There were 273 members in attendance for this conference—the largest ever.

Spring Conference

April 11 - 13, 1990, were the dates for the Spring Conference—held in Portsmouth at the Holiday Inn. The chapter membership was 783. A by-law change passed by the membership to make elections and officers serve on a calendar year. Donald F. Moore was presented with Distinguished Service Award. There were 168 participants in attendance.

1990

Board of Directors

President	Tina M. Borger
Vice President	Robert N. Fothergill
Treasurer	Rick D. Berry
Secretary	John F. Groom

Appointed Committee Chairmen

Educational	Cecelia H. Stowe
Legislative	Teddy R. Martin, Jr.
Membership	Katherine W. Pearson
Public Relations	Michael Coburn, Sr.
Finance	Kendra J. McCarthy
Program Development	David E. Dise
Sales	Kathleen T. Deal

Fall Conference

The Fall Conference was held October 17-19, 1990 at the Lynchburg Sheraton. Chapter membership was 800 from 297 agencies. James A. Waller, Jr. was presented the Distinguished Service Award.

1991

Board of Directors

President	Robert N. Fothergill
Vice President	Rick D. Berry
Treasurer	John F. Groom
Secretary	Jennifer J. Brown

Appointed Committee Chairmen

Educational	Cecelia H. Stowe
Membership	Janet Berrier
Public Relations	Michael Coburn, Sr.
Finance	Kendra J. McCarthy
Sales	Charles W. Farrar, Jr.
Legislative	Paul N. Proto

Spring Conference

The Spring Conference was held May 1-3, 1991, in Charlottesville at the Sheraton Inn. The chapter membership was 765. This was the first conference where a Vendor Expo was held, with 37 vendor expo booths. Registration was \$75.00, with 146 in attendance. It was announced that the Board of Directors approved the establishment of no-fee seminars to be held around the state as a recruiting tool for those entities that were not members of VAGP.

Fall Conference

October 2–4 were the dates for the Fall Conference in Virginia Beach at the Sheraton Inn Beachfront. The chapter membership was 791. During the business meeting, members voted to amend the by-laws to add two At-Large Members were added to the Board of Directors of VAGP—to serve two years and be elected at staggered intervals. The purpose of the At-Large Members was to get more people with experience involved on the Board, to reduce the number of years that a person must commit to serve on the Board, to bring comments from the membership to the Board, and to offer fresh ideas and actively participate in assignments as they occurred. The President's Advisory Council was dissolved, and the by-laws were amended to make only the two past presidents (previously four) members of the Board of Directors. It was announced that the Board of Directors approved the establishment of a scholarship program to grant money to members, to be used for professional development purposes. The Board also

approved the donation of \$500 to the Lew Spangler Foundation and \$500 to the NIGP Building Fund. The Distinguished Service Award was presented to Peggy A. Williams. Lifetime Memberships were presented to Norma R. Chandler, T. Gordon Sandridge, Aubrey C. Baird and Calvin C Jones. There were 175 members in attendance.

1992

Board of Directors

President	Rick D. Berry
Vice President	John F. Groom
Treasurer	Jennifer J. Brown
Secretary	Cecelia H. Stowe

Appointed Committee Chairmen

Educational	Susan L. Fitzgerald/Janet B. Eisenberg
Finance	Sheila D. Farmer
Sales	Michael Coburn, Sr.
Public Relations	Steven C. Styron
Legislative	Paul N. Proto
Membership	Janet Berrier

VAGP was First Runner Up for Chapter of the Year, and Robert N. Fothergill was selected as NIGP's First Runner Up for Purchasing Manager of the Year. John Tyler Community College received NIGP's Distinguished Service Award for their certification and degree programs in purchasing. The Board voted that non-membership eligible individuals if approved on a case-by-case basis could attend VAGP-sponsored seminars. Also \$500 was donated to the Lew Spangler Foundation and \$500 to the NIGP Building Fund. James Waller provided the Board with the first *VAGP Products Exhibition Policy & Guidelines*.

Spring Conference

April 29-May 1 were the dates for the 1992 Spring Conference which was held in Williamsburg at the Holiday Inn 1776. Membership of the chapter was 793. Alfred V. Elias and Paul N. Proto were presented with Distinguished Service Awards. Membership in attendance was 156.

Fall Conference

The Fall Conference, October 14-16, was at the Richmond Holiday Inn, Fanny's. Robert N. Fothergill was presented with the Purchaser of the Year award. It was announced that VAGP was now the largest chapter in NIGP with 805 members. The Board approved awarding \$500 to the Buyer and the Manager of the year to help defray costs with attending NIGP. Five Hundred dollars was donated to the Lew E.

Spangler Foundation and \$500 was donated to the NIGP Building Fund. There were 161 members in attendance. The first election to include an at-large member to the Board of Directors was held; Michael J. Bacile was elected to this position. The CPPB/CPPO review session was moved from the Spring Conference to the Fall Conference this year.

1993

Board of Directors

President	John F. Groom
Vice President	Jennifer J. Brown
Treasurer	Cecelia H. Stowe
Secretary	Eugene Anderson
At-Large	Michael J. Bacile
Past President	Rick D. Berry
Past President	Robert N. Fothergill
Past President	Tina M. Borger

Appointed Committee Chairmen

Education	Janet L. McCarthy
Legislative	Paul N. Proto
Membership	Anita Sims
Public Relations	Steven C. Styron
Finance	Terri E. Hale
Sales	Rose M. King
Parliamentarian	James A. Waller, Jr.
Historian	Sue E. Danielson

VAGP donated \$500 to the Lew Spangler Foundation and \$500 to the NIGP Building Fund. Larry N. Wellman was elected NIGP president for 1994.

Spring Conference

Held April 15-17, the Spring Conference was at the Norfolk Marriott. Wednesday evening kicked off a wonderful conference with a cruise on the Spirit of the Norfolk. The Vendor Expo was held and was very successful. Anita Sims received a Lifetime Membership Award and Scholarship Awards were made to John Facenda and Carline Deal. Membership was reported at 811. D. Darwin Roupe was presented with the Distinguished Service Award. A special presentation was made to T. Gordon Sandridge for his extensive service to NIGP and VAGP upon his retirement from Henrico County Public Schools. There were 152 members in attendance.

Fall Conference

The 1993 Fall Conference was held October 27-29 in Staunton at the Sheraton. The election of officers was held with two series of votes being made, since a majority vote was not obtained. President John Grook with the assistance of Steve Styron presented a wonderful video presentation on the past year—accompanied by the music of Whitney Houston. There were 176 members in attendance.

1994

Board of Directors

President	Cecelia H. Stowe
Vice President	Eugene Anderson
Treasurer	Terri E. Hale
Secretary	Janet B. Eisenberg
At-Large	Rose M. King
At-Large	Michael J. Bacile
Past President	John F. Groom
Past President	Rick D. Berry

Appointed Committee Chairmen

Education	Janet L. McCarthy/Linda Johnson
Legislative	Paul N. Proto
Membership	Steve Pierson
Publicity	Steven C. Styron
Finance	William A. Lindsey
Sales	Kathy S. Elgin
Parliamentarian/Historian	Sue E. Danielson
Professional Development	Pamela A. Jan

VAGP donated to the Lew Spangler Foundation and \$500 to the NIGP Building Fund. John Tyler Community College classes moved from the Koger Center to the JTCC campus. The Board created the T. Gordon Sandridge Lifetime Achievement Award, and it was presented to T. Gordon Sandridge—its only recipient to date. VAGP was selected as the large chapter of the year in 1994 at Milwaukee.

Spring Conference

The Spring Conference was held April 27-29 in Charlottesville at the Sheraton. Rick Berry was presented with the Purchasing Manager of the Year Award. Annie Taylor and Tina Berger received scholarship awards, and Jennifer Brown received an Award of Appreciation from VAGP for her years of service.

Fall Conference

October 19-21 were the dates for the 1994 Fall Conference—held at the Hyatt Fair Lakes in Fairfax. John F. Grook was presented with the Distinguished Service Award. T. Gordon Sandridge was presented the first T. Gordon Sandridge Lifetime Achievement Award. Five Hundred dollars was donated to the NIGP Building Fund, and \$500 was donated to the Lew E. Spangler Foundation. There were 152 members in attendance.

1995

Board of Directors

President	Eugene Anderson
Vice President	Terri E. Hale
Treasurer	Janet B. Eisenberg
Secretary	Steven C. Styron/Michael Coburn, Sr.
At-Large	Linda S. Johnson
At-Large	Rose M. King
Past President	Cecelia H. Stowe
Past President	John F. Groom

Appointed Committee Chairmen

Education/ Parliamentarian	Sue E. Danielson
Legislative	Paul N. Proto
Membership	Louise E. Stokes
Publicity	Michael Coburn, Sr.
Finance	Paige Washington
Sales	Kathy S. Elgin
Professional Development	Nancy M. Davis

The Conference Speakers' Endowment Fund was approved by the Board , and procedures were adopted. Its purpose was to offer a wider range of speakers and topics by allowing vendors to contribute to a strictly managed central fund from which conference speakers would be paid. The PEERS team was initiated this year; it consisted of volunteers who made themselves available to review the purchasing operations of members who requested their services. The Board voted to donate \$1,000 to the Lew Spangler Foundation—designated for the rewrite of seminar texts—and \$500 to the NIGP Building Fund. Steven Styron resigned as secretary, and Michael Coburn was elected to fill this vacancy.

Spring Conference

April 26-28 at the George Washington Inn in Williamsburg. Sue E. Danielson was named VAGP Buyer of the Year, and Cecelia H. Stowe was named VAGP Purchasing Manager of the Year. Speakers included: Beau Grant from Arizona who spoke on reengineering government procurement and John

Jenkins who spoke on electronic data interchange. A products expo was held with 34 exhibitors. Al Elias was presented a Ming Award (most improved non-golfer, by his fellow golfers).

Fall Conference

The Fall Conference was held in Natural Bridge at the Natural Bridge Hotel October 18-20. Speakers included: Lefty Driesell, Dr. Mark Warner, Dr. Woody Schwitzer, William Merk II, and Roscoe Roberts. A CPPB/CCO review seminar was held, with exams on Oct. 21, 1995.

1996

Board of Directors

President	Terri E. Hale
Vice President	Janet B. Eisenberg
Treasurer	Michael Coburn, Sr.
Secretary	Michael J. Bacile
At-Large	Ronald L. King
At-Large	Linda S. Johnson
Past President	Eugene Anderson
Past President	Cecelia H. Stowe

Appointed Committee Chairmen

Education/Parliamentarian	Sue E. Danielson
Legislative	David E. Dise
Membership	Louise E. Stokes
Publicity	Raleigh J. Motley
Finance	Kendra J. McCarthy
Sales	Kathy S. Elgin
Professional Development	Nancy M. Davis
Vendor Sponsored Speakers	Jack T. Pitzer

An ad hoc committee was formed to establish a fund raising mechanism to support outstanding guest speakers who could contribute to the professional development of VAGP member was organized. Jack T. Pitzer was named to head the research, development, and implementation this program. In an effort to get more publicity, VAGP began external press releases this year, and the VAGP web site on the Internet made its debut. The Board voted to donate \$500 to the Lew Spangler Foundation and \$500 to the NIGP Building Fund. John Groom was named as the first State Membership Representative to NIGP from Virginia. The issue of Associate VAGP memberships was raised, but it was rejected by the Board. Membership at the end of the year was 943 and 281 entities. VAGP received first runner up for NIGP's Large Chapter of the Year Award for 1995.

Spring Conference

The Spring Conference was held April 24-26 in Virginia Beach at the Sheraton Oceanfront. The keynote speaker was Ms. Constance Cushman, who spoke on Best Practices of the Public and Private Sectors and the Use of Information Technology in Public Procurement.

Fall Conference

Held October 23-25, the Fall Conference was held at the Sheraton Park South in Richmond. Conference speakers were Peter Goldberg for the Department of Justice, who spoke of fraud/conflict of interest; Tom Antion, who spoke on the importance of humor; James Kister, who spoke about the government and the Internet; David Driver talked about the State Division of Purchases & Supply; and William Hefty, who spoke about updated and challenges to the *Virginia Public Procurement Act*. Thirty-two participated in a CPPB/CPPO review, and 22 sat for the exam on the Saturday following the conference. The first fundraiser at a VAGP conference was held—a dance contest for the Virginia Literacy Foundation.

1997

Board of Directors

President	Janet B. Eisenberg
Vice President	Michael Coburn, Sr.
Treasurer	Michael J. Bacile
Secretary	Steven C. Styron
At-Large	Raleigh J. Motley
At-Large	Ronald L. King
Past President	Terri E. Hale
Past President	Eugene Anderson

Appointed Committee Chairmen

Education	David E. Dise
Legislative	William A. Lindsey
Membership	Dane R. Davis
Publicity	Leo M. Gibbs, Jr.
Finance	Joseph R. Cannon
Sales	Kathy S. Elgin
Professional Development	Nancy M. Davis
Vendor Sponsored Speakers	Jack T. Pitzer
Parliamentarian/Historian	Ronald L. King
Press Releases	Raleigh J. Motley
Web Internet	J. B. Edmonds
Membership Representatives	John F. Groom & Rose M. King

The first one-day VAGP seminar was held in the western part of the state; it was held at Radford University on June 20 and featured hands-on computer training, with 47 participants. Also, the first VAGP sponsored NIGP courses were offered at Tidewater Community College for continuing education credits. The Excellence in Procurement Innovation Award was established, and the Speakers' Bureau was begun. Membership was at 978.

Spring Conference

The Spring Conference was held in Newport News at the Omni. Thirty-one vendors participated in the Vendor Expo. The second conference fundraiser was held—a silent auction for the Virginia Breast Cancer Foundation. Speakers included Anne Rene, who spoke on team building and on good communications; Dr. Deborah Roberts, who discussed high performance in government; Robert Fothergill and Don Rainey gave an updated on governmental credit cards; and John Miller, who spoke on the topic the enemy is us.

Fall Conference

The 1997 Fall Conference was at the Airport Marriott in Roanoke October 22-24. Speakers at the conference were Ron Secrist, who spoke on the technology and information age; Paul Mahoney, who discussed law cases relative to protests; Jerry King talked about laughing your way to success; and Ron King who discussed what can go wrong in purchasing. Also, a CPPB/CPPO review was held. At the general meeting, the membership voted to change the name of the Vendor Sponsored Speakers Program to the Professional Development Foundation, and they also approved the Foundation's by-laws. A fundraiser—a silent auction—was held to benefit the Child Abuse Protection Council of Roanoke Valley.

1998

Board of Directors

President	Michael Coburn, Sr.
Vice President	Michael J. Bacile
Treasurer	Steven C. Styron
Secretary	Kathy S. Elgin
At-Large	Barbara J. Layman
At-Large	Raleigh J. Motley
Past President	Janet B. Eisenberg
Past President	Terri E. Hale

Appointed Committee Chairmen

Education	David E. Dise
Legislative	William A. Lindsey
Membership	Dane R. Davis
Publicity	Leo M. Gibbs, Jr.
Finance	Joseph R. Cannon
Sales	Sheri L. Chapman
Professional Development	Nancy M. Davis
Speakers	Jack T. Pitzer
Communications	T. W. Sawyer
Web/Internet	J. B. Edmonds
Membership Representative	Eugene Anderson

Membership broke 1,000 this year, with a total of 1,017 members representing 276 entities. Mass e-mail systems were established and uses for the first time to put together legislative alerts; these were instrumental in shaping the outcome of legislation affecting public procurement. The first strategic retreat for the VAGP Board was held at Wintergreen, with a regular Board Meeting held the next morning. In the spring, the Board held a meeting in Fairfax, in conjunction with the NIGP Board Meeting.

Spring Conference

Held April 22-24, the Spring Conference was at the Hyatt in Richmond. Fifty-nine vendors were registered for the Vendor Expo. Conference speakers were Keith D. Harrell, a motivational speaker, and Dr. J. Reggie Tyler, who spoke on leading and managing by values.

Fall Conference

The 1998 Fall Conference, October 21-23, was held in Alexandria at the Ramada Plaza Hotel Old Town; registration was \$90. Speakers were Larry Bell, who discussed unity and respect; Fred Marks discussed emergency purchases; Don Harney spoke on new directions in public procurement; and Don Rainey and Tina Borger, who discussed the small purchase charge card. Jack Pitzer was appointed chairman of the Professional Development Foundation, and elections were held to establish the first Board of Directors of the Foundation. Both the Foundation and VAGP were incorporated. A CPPB/CPPO review was held.