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difference

AN EMPLOYEE NEWSLETTER

VOL. 2, ISSUE 3

March 2008

BUYING POWER

By Linda McDonald



There is no greeting card for it and nobody gets a day off work, but March is an important month for the DMS purchasing divisions and for purchasing professionals around Florida. Governor Crist proclaimed March as Purchasing Month to recognize the work of purchasing professionals in government, business and industry across Florida.

“Thousands of purchasing professionals throughout our state, in government and in the private sector, play a significant role in the efficiency and effectiveness of operations, and through their combined purchasing power spend billions of dollars each year,” said Secretary South. “We appreciate Governor Crist’s recognition of these professionals who are committed to solid ethical standards and best practices that help serve the citizens of Florida.”

According to Director Charles Covington, the State Purchasing Division uses a strategic approach to contract for goods and services. Other state and local government agencies use those contracts to buy necessary goods and services. From November 2004 through December 2007, our centralized purchasing power saved more than \$76 million on six statewide contracts. Working together these government agencies serve the people of Florida with efficiency and greater cost-savings.

MyFloridaMarketPlace

In plain language, MyFloridaMarketPlace (MFMP) is the online shopping network for government buyers statewide. At the end of January 2008, 95,000 users were registered with MFMP. Of those, 31,000 (33 percent) are minority-owned vendors. MFMP generated more than \$4.5 billion in total spending for goods and services.

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Governor Crist and Secretary South at the State of the State dinner.

There is a lot of talk about the economy these days. As we enter into Florida's regular legislative session, the first order of business is to rebalance the current year's budget; then on to the important work of agreeing on a budget for fiscal year 2008-09.

With all the hard work needed to balance the budget, it's easy to lose sight of some fundamental strengths of the U.S. economy and of Florida specifically. I reviewed some recent research reports to keep things in perspective including a report card from *Governing Magazine* measuring the states. Florida got a B- overall. The good news is that we scored high on important things that make an economy hum, like the strength of our state's infrastructure.

www.pewcenteronthestates.org/uploadedFiles/Grading-the-States-2008.pdf

The World Economic Forum released its list of the world's most competitive economies. We ranked No. 1, with the report stating, "The United States remains the most economically competitive nation in the world. The efficiency of the country's markets, the sophistication of its business community, the impressive capacity for

technological innovation that exists within a first-rate system of universities and research centers all contribute to making the United States a highly competitive economy." (www.gcr.weforum.org/)

There are signs of weakness in our economy, but we need to keep our eye on the horizon, and not be swallowed up with the current economic correction we face. Florida has rich resources to continue our economic growth. The governor's legislative agenda for this session emphasizes the need to continue to fuel our innovative economy. The future of Florida is impressive. The work you do every day supports this great state, and I hope you will join me in doing our best to keep positive and upbeat about our future.

Good things are happening,

2008 Priorities

DMS SERVICE MOTTO

We Serve Those Who Serve Florida

DMS SERVICE VISION

Engaged Employees; Satisfied Customers

DMS SERVICE MISSION

Providing Smarter, Better, Faster Services

OUR SERVICE PROMISE

To Serve with CLASS

Communicate Concerns Immediately

Listen, Learn and Grow Together

Act with Integrity and Honor

Strive for Greatness

Serve with a Servant's Heart

1. Develop HR practices that recruit, retain, develop, recognize and reward employees making DMS a workplace of choice
2. Improve our contract management abilities
3. Create a strong strategic plan for each program area
4. Create world-class performance by focusing on our core competencies
5. Improve our quality of services by measuring what matters



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"It's a world-class system," said Covington. "This leading-edge product connects agencies and vendors with one-stop shopping. In addition it allows state purchasing to analyze spending to develop more effective state term contracts."

Certification

The National Institute of Governmental Purchasing (NIGP) began Purchasing Month 20 years ago. NIGP provides education, professional networking, research, technical assistance and certification for government purchasing professionals.

The State Purchasing Division sponsors the State of Florida's training and certification program for Florida public purchasing professionals. In partnership with NIGP, more than 600 Florida-specific certifications have been awarded. The program has four certifications and assures that purchasing professionals adhere to an unwavering ethical code.

"The integrity, professionalism and reputation of our staff make all the parts work well," said Covington. "We're in a good position to continue to provide exceptional customer service and produce contracts that are valuable products for our customers."

Brain Candy Are You a Lifelong Learner?

By Barry Krauss, Chief Learning Officer

Not long ago, learning was believed to be something you did in school, and work was the place where you applied your knowledge; however, today that view has changed. The workplace is more complex, reliant on new technologies, less routine, and ever-changing. In fact, we live in the age of the "Knowledge Worker," where people work with information more than anything else. This makes a commitment to lifelong learning the most critical component to career success. Learning keeps your skills fresh, contributes to innovative thinking and in general makes you a more valued employee.

1. Make learning a priority: The desire has to come from within – no one can persuade you but you! Once you decide you want to make lifelong learning a habit, it is up to you to make it a priority in your life.
2. Know your style: Do you learn best by seeing, hearing or experiencing new things? Do you prefer a classroom, one-on-one or self teaching? Knowing these things can make or break your learning experiences. There are great resources on the Web to help you decide.
3. Ask questions: Learning begins with exploration and this means asking questions – of everything. This leads to discovery and new understanding. Children do this naturally, but we often lose some of our curiosity as we get older. Don't be afraid to ask questions, especially deep reflective questions about yourself – what are your beliefs, your assumptions, the reasons for your actions. Some of the best learning we can do is about ourselves.
4. Take 10: Make it a habit to take 10 minutes a day to reflect on what you learned that day. You'll be amazed at what you discover!

diversity details

Remembering Women of History

By Melissa Leon, Office of Supplier Diversity

March is Women's History Month, a time to celebrate the accomplishments of women throughout the state and the nation. Since women won the right to vote in 1920, they have made great progress. Did you know that 25.9 percent of Florida businesses are owned by women?

The achievements of women are especially important to the Office of Supplier Diversity, which provides programs and services to help small, women- and minority-owned business enterprises compete for government contracts. In 2006-07, total state government minority spending surpassed \$3.23 billion. Eighteen percent was with non-certified, minority-owned and women-owned business enterprises, and 34 percent was with certified, minority-owned and women-owned business enterprises.

These figures represent advancement for women and minorities in business, and show how much more opportunity there is to improve diversity for women and minorities in the future.

This month, as we applaud women in the history of this country, take a moment to reflect on their work to make the business world better, brighter and stronger. Diversity initiatives through OSD continue that advancement.

Visit the Florida Women's Hall of Fame at the capitol. **Vangle Felix, Katelynn Ogle** and **John Sparks**, DMS Design and Print Shop, framed and hung the photos. **Roberto Tellez** and **Bob McLaughlin**, Capitol Maintenance Crew, also helped with the project.



meet

J.D. Solie, Director of
Specialized Services

1. Just what does the director of specialized services do?

I direct and supervise the following bureaus: Private Prison Monitoring, State Fleet Management, Aircraft Operations and Federal Property Surplus. I was promoted to director, from the Bureau Chief of Private Prison Monitoring position, in early February and have spent most of the first weeks wrapping my arms around the responsibilities that come with the position.

2. What takes up most of your time each day?

Handling complaints from family members of incarcerated inmates. I also spend a lot of time working with our two prison vendors, GEO Group and CCA, to ensure they meet their contract obligations. They provide the programs and services at our six prisons statewide. We want the programs to have a positive influence on inmates so they don't return to prison after they are released.

3. Where are you from originally and how did you land at DMS?

I was born in Eau Claire, Wisconsin, and grew up on a dairy farm where I spent my days milking cows and baling hay with my uncle who taught me the value of hard work. I'm also proud to say that thanks to my hard work, my family had the cleanest barn in all of Buffalo County. My parents moved to Florida when I was 14 and after high school, I spent 20 years in the Air Force. Before joining DMS, I worked for the Department of Juvenile Justice and the Department of Agriculture and Consumer Services.

4. What motto/phrase/advice do you try to live by?

Attitude is a choice. I choose to be positive and happy and I pray it's contagious with other people.

5. What's the last book you read?

Tuesdays With Morrie, by Mitch Albom

6. What is a unique or startling fact about you that people may not know?

I've completed five marathons in my life: one Disney Marathon, two in Minnesota and two more in Green Bay, Wisconsin, where I was able to run onto Lambeau Field (Go Packers!). I've been a spinning instructor for five years and teach classes at the YMCA on Apalachee Parkway.

7. What is the best thing about your job?

Taking the experiences I've obtained in the Air Force and other state agencies to a higher level to improve our services here at DMS. I keep looking for continuous improvement and am not satisfied with the status quo. I'm excited about the opportunity to make more of an impact in my new position.



J.D. Solie is always ready for a hard day's work – in the office or on the family farm.



Going Green **tip**



John Sparks, Print Shop, coordinates the CCOC recycling efforts for phone books and toner cartridges.

DMS Print Shop Serves to Preserve

Thanks to **John Sparks**, Print Shop, the Capital Circle Office Center (CCOC) in Tallahassee recycles phone books and toner cartridges. We collected 1,400 phone books – more than 4,000 pounds – in Tallahassee. The phone book recycling drive benefits the FSUS (Florida High) program to teach school children about recycling.

For four years the Print Shop has collected used toner cartridges to donate to the Tallahassee Lions Club (Club). The Club ships them to the Green School Project (www.greenschoolproject.com) and donates the money the Club receives to the Florida Lions Camp for the Visually Handicapped. www.lionscampfl.org.

Contact John Sparks at (850) 487-9916 or John.Sparks@dmsMyFlorida.com to learn more.

Tallahassee Farmers' Markets

CCOC grounds 3:30 p.m. every Monday
Downtown MarketPlace 8 a.m.-2 p.m.
every Saturday from March through November
www.DowntownMarket.com

tip Read the packages of your favorite products to see where they come from next time you shop. An eco-friendly solution is to shop at a farmers' market.

Flexible Spending Account Deadline

If you had money deducted from your paycheck in 2007 for a Flexible Spending Account (FSA), the filing deadline for reimbursement is April 15, 2008. FSAs available to state employees include the Medical Reimbursement Account, the Limited Purpose Medical Reimbursement Account and the Dependent Care Account. Be sure to submit claims for the entire amount you withheld in 2007 so you don't lose the unused money.

Florida Discount Drug Card

In December, Governor Crist launched the Florida Discount Drug Card to help eligible Floridians save money on drugs at more than 3,000 participating pharmacies across the state.

Visit www.FloridaDiscountDrugCard.com.

People First Password

Starting April 13, when you log in to People First, you will need to set up three security questions and answers, and change your password. If you forget your password or lock yourself out in the future, you can answer one of those questions and then create a new password. If you forgot your current password, please call the service center at (866) 663-4735 to reset it. When you call the service center for help, you'll need the last five digits of your Social Security number and your six-digit date of birth (MMDDYY) for identification purposes.

Save The Date

Thursday, April 24, is Take our Daughters and Sons to Work Day®. Watch for e-mails coming soon with more details. If you can help on the planning committee, please e-mail Communications@dms.MyFlorida.com.

RECIPE OF THE MONTH

Spicy Shepherd's Pie

1 lb. lean ground beef	4 cups water
3 cans whole kernel corn	2 tablespoons Italian seasoning
4 cups instant mashed potatoes	Garlic salt
12 oz. bag shredded cheese	Seasoned black pepper
3 tablespoons balsamic vinegar	Crushed red pepper
1 large onion, chopped	1 tablespoon sugar
1 tablespoon butter	(or sugar substitute)
1/3 cup milk	

Preheat oven to 350 degrees.

Brown 1 lb. of lean ground beef in a skillet with onion, adding garlic salt, seasoned black pepper, and crushed red pepper. Strain ground beef and pour into the bottom of a large glass or aluminum pan.

Add one tablespoon of sugar to corn and bring to a boil on top of stove. Remove from heat, strain and layer corn on top of ground beef.

In a saucepan, boil four cups water, 1/3 cup milk and one tablespoon butter. Remove from heat and slowly stir in four cups instant potatoes. Layer potatoes on corn. Layer the shredded cheese on top of mashed potatoes.

Bake for 20 minutes and serve hot.

Submitted by **Melissa Leon**, Office of Supplier Diversity



shoutOUTS

The maintenance staff at the CCOC in Tallahassee performs annual maintenance under the cooling towers, for the chillers that cool the complex. Thanks guys for doing what you do!! Team members include: **Mike Chap, Aron King, Bryan Taylor, Billy Harrison, Gary Cooper and Chris Forbes.**



Back (L-R) Gary Cooper, Chris Forbes
Front (L-R) Aron King, Billy Harrison



Bryan Taylor and Billy Harrison

Fidel Gonzalez,
Accounting and
Financial Services,
and Marisela Suarez
will be married on
April 12, 2008,
in Kissimmee.

*Engagement
announcement*



MARCH BIRTHDAYS

Bill Doyle	1	Suzetta Furlong	15
James Miller	2	Pat Connolly	15
Pam Donaldson	3	Katelynn Ogle	16
Vicky Reeves	5	Joe Wright	17
Julie Browning	7	Sebrina John	20
Jackie Brady	8	Carla Pierre	21
Dwayne Gordon	9	Antigone LaVoie	22
Barbara Lorberg	11	Ann Barfield	25
Kristina Corbally	12	Lindy Still	29
Mini Watson	12	Emily Walter	30
Angela Pereira	12	Helen Doyle	30
Carolyne Briggs	13	Delores Terry	30
Barbara Swain	14	Debi Brock	30

Are you or someone on your team celebrating a birthday? E-mail us at Communications@dms.MyFlorida.com so we can include it in our next newsletter.

BLOOD DRIVE

April 10, CCOC in Tallahassee,
Contact Cindy Aaron to sign up,
Cindy.Aaron@dms.MyFlorida.com.

RETIREMENTS

After more than 27 years with the state, **Lionel Thompson,** Finance and Accounting, is retiring. Share your good wishes with Lionel at his send-off celebration on Thursday, March 27, 2-4 p.m., in CCOC building 4050, conference room 101.

EMPLOYMENT ANNIVERSARIES

Congratulations to **Herbert Bryant,** Print Shop, for more than 29 years of service to the State of Florida. He worked as an OPS employee for several years before starting as a career service employee on March 13.

NEW HIRES/ JOB CHANGES

Debra Forbess, promoted to Director of Administration

Tony Garcia, hired as Departmental Purchasing Director

Henry Garrigo, hired as Executive Director, Council on Efficient Government

Spencer Kraemer, promoted to DSGI Bureau Chief of Policy and Development

Jeff "J.D." Solie, promoted to Specialized Services Director

Eric Swanson and **Kasey Bickley,** hired by MyFloridaMarketPlace

Rob Reiding, hired as Aircraft First Officer

taxrebate

To receive the Economic Stimulus Payment, everyone needs to file a 2007 income tax return by April 15. Retirees, disabled vets and low-wage workers – who don't normally file tax returns – are also eligible. This year, they must file to receive the payment. Spread the word! **www.irs.gov for more information**



OFFICE OF SUPPLIER DIVERSITY

Launched its online newsletter, *OSD Link*, for nearly 4,000 women and minority business enterprises. Hosted the Northwest Florida Regional MatchMaker in Pensacola. Signed its first strategic partnership agreement to bring together local resources for minority- and women-owned businesses.

PROPERTY INVENTORY

Inventoried all DMS property and established policies, identified delegates and procedures for equipment inventory.

STATE PURCHASING DIVISION

Awarded/renewed several contracts:

- Motor Vehicles contract for greater access to alternate fuel vehicles and vehicles with higher fuel efficiency ratings.
- Boat Motors contract with an average savings of 28 percent below suggested retail price, for projected savings of \$425,000 this year.
- Gasoline and Fuel Oil contract (for bio-diesel fuel), saving an additional 64 percent more than the previous state contract price for an annual savings of approximately \$130,000.
- Small Utility Vehicles contract for an average savings of 17 percent below suggested retail price, for projected savings of up to \$680,000 this year.
- Body Armor contract for an average savings of 45 percent below suggested retail price, for projected savings of up to \$5.4 million this year.
- PC and Laptop contract to save an additional 10 percent to 35 percent more than the previous state contract, for projected savings of up to \$44 million this year.

EMERGENCY 911 SERVICE ANNUAL REPORT

—Completed the annual report to highlight 2007 accomplishments for emergency 911 services.

SPURS

Moved the SPURS Help Desk to the MyFloridaMarketPlace Customer Services Desk to provide greater resources and responsiveness. Migrated the Florida School for Deaf and Blind and the Division of Administrative Hearings from SPURS to MyFloridaMarketPlace for their purchase order, encumbering and invoicing activities. This is a critical step toward completing the transition to one system and will result in savings to taxpayers.

FLORIDA RETIREMENT SYSTEM

One new customer (agency) joined the Florida Retirement System in February.

We collect accomplishments from each division at the end of the month. Contact your supervisor if you have something to add to the monthly report.



Caption: (L-R) Mariah Yawn, Tiffany Planner and Samantha Planner **Rose Planner**, Finance and Accounting, helped her daughters Samantha (7), Tiffany (10), and her niece, Mariah Yawn (11) sell and deliver Girl Scout cookies. Our waistlines thank you!



Cindy Aaron, Real Estate and Management, knits caps and booties for premature babies and delivers them to the infants' families who are staying at the Tallahassee Ronald McDonald House. Thanks for caring, Cindy!



Suzetta Furlong, People First, was serenaded by a barbershop quartet on Valentine's Day thanks to her husband. Suzetta and the entire People First Team were surprised and entertained.





Roy Yoerger



Jorge Cordona



Chris James

Thanks to **Roy Yoerger**, **Jorge Cordona** and **Chris James**, Fort Myers Regional Service Center, for stepping up to provide extra help during a staffing crunch. This is a team that always goes that extra mile, with the leadership of building manager, Roy Yoerger.

Kudos to **Joel Kyllonen** and **Duane Brosseau**, maintenance staff at the Hurston Building in Orlando, for a quick response to the FDLE Crime Lab at Hurston.

Jean Calderwood, Alachua Regional Service Center, does a remarkable job keeping tenants informed and aware specifically regarding safety meetings.

Dave Corley, Daytona Beach Regional Service Center, and **John Purcell**, Jacksonville Regional Service Center, do a great job communicating with their building occupants.

Denise Wright, Office of Supplier Diversity, is proud of her niece, Christina Holden, recently awarded the State's 2008 Outstanding Youth School Volunteer Award. She is a student at Tallahassee Community College and has volunteered at Gretchen Everhart School (for special needs children) since she was nine years old.

Thanks to **Sebrina John** and **Scott Simmons** for providing excellent customer service. Sebrina worked diligently on an Avis vehicle damage claim and Scott assisted the Department of Revenue.

Big thank you to **June Berley**, Finance and Accounting, for keeping the break room refrigerator in CCOC building 4050, second floor, organized and sanitized!

Kudos to **Purchasing** team members: **Sharon Terry** for her conscientious work as a property custodian delegate.

David Bennett was quoted in an article on fuel cards in the January/February 2008 issue of *Government Fleet*, a national magazine.

Thanks to **Debbie Gries**, **Rachael Lieblick**, **Michelle MacVicar**, **Mark Foss** and **Ommet Mbiza** in the Purchasing Division, and FDLE Purchasing Director Robert Thompson and Department of Agriculture Purchasing Director Christie Hutchinson for their work toward the February accomplishments for the division.



Thomas and Tootsie

Thanks to **Thomas McCoy**, Real Estate division in Miami, for his help to **Belinda Huang**, Real Estate division in Orlando. He helped return her cousin's dog, Tootsie, that was lost in Miami.

Thanks to **Be Whitfield**, HRM, for coordinating a giant game of leap frog that moved 30 CITS, DSGI, HRM, and People First team members on the second floor of CCOC building 4050. **Lee Barfield** and **Gary Thompson** took care of the computers and **Pete Sinclair** moved the phone lines. Thanks to all who helped make this a successful move.

Linda McDonald, Communications, earned the Professional Certificate in Strategic Communication Management from Ithaca College.

State Law Enforcement Chiefs Association presented a special award to **Linda Fuchs** for her service and dedication to the Statewide Law Enforcement Radio System (SLERS).

Michael Bailey, State Purchasing, earned the State of Florida 2-15 Insurance License.



Newsletter Team

Cathy Schroeder, Communications Director • Linda McDonald, Deputy Communications Director • James Miller, Marketing and Communications Analyst • Linda Ogle, Creative Director • Vangie Felix, Graphic Designer II • Katelynn Ogle, Apprentice Graphic Designer • Olivia Townsend, Apprentice Graphic Designer