



Spring 2005
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Cyd V. Grimes, C.P.M.
Purchasing Agent

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Pct. 1 Commissioner Ron Davis
Pct. 2 Commissioner Karen Sonleitner
Pct. 3 Commissioner Gerald Daugherty
Pct. 4 Commissioner Margaret Gomez

Travis County
Purchasing Board
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Pct. 3 Cnty Commissioner Gerald Daugherty
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201st District Ct. Judge Suzanne Covington
331st District Ct. Judge Bob Perkins

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Travis County Purchasing Quarterly

In the Spotlight Loren Breland

By Jerome T. Guerrero



Who is Loren Breland? He is a career government worker who began his career at the Mississippi State Board of Education as a Program Monitor. Friends later convinced him to move to Austin where he took a job with the City of Austin. Through a friend at Travis County, he applied for an opening in the Purchasing Office. He considers himself one of the "old-timers" now - going on seven years with the County. Not a lot people see what goes into the purchasing process. "We see what is bought and what goes into it. It is a very important function."

He enjoys spending time with his one dog, Caelagh (Kay Lah), a black lab and cat, Fiona. He loves to cook. Nothing in particular, meat, chicken, fish, whatever; "I'm not a vegetarian." You will hear him sharing with co-workers what he cooked over the weekend. This past weekend, it was fish.

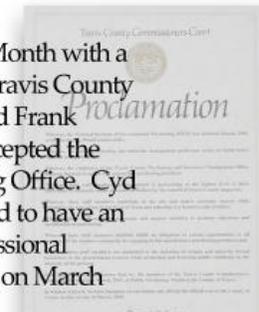
He likes outdoor activities such as golfing, hiking and rock climbing. I remember seeing him walking at lunch, just coming back from the Bitter End - one of his favorite hangouts. As a technical climber, Loren uses ropes and carabiners. His climbing has taken him to Enchanted Rock, South Dakota, and Boulder, Colorado. Although, lately he has turned into a "home body," preferring the comforts of his couch and TV.

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Purchasing Month

By Jerome T. Guerrero

Travis County celebrates Purchasing Month with a proclamation on March 1, 2005, by the Travis County Commissioners Court. Bonnie Floyd and Frank Holder, Assistant Purchasing Agents, accepted the proclamation on behalf of the Purchasing Office. Cyd Grimes, CPM, Purchasing Agent is proud to have an outstanding and talented group of professional people. An informal gathering was held on March 10th to honor the Purchasing Office.



Purchasing Liaison Spotlight

Kelly McGlammery

By Jerome T. Guerrero



Kelly can be reached at
(512) 854-7678
or e-mail: kelly.mcgglamery@co.travis.tx.us

Nominated by one of his peers, Donna Williams-Jones, describes Kelly as the key contact at Transportation and Natural Resources (TNR) for all contracts except major construction projects. Kelly provides a lot of detail to TNR's 400 employees. His primary function is Financial Analyst/Contracts Coordinator, but his job isn't just reviewing contracts and "keeping the wheels moving" as he puts it. When he talks about his work, his tone changes. He has been lighthearted, friendly - a twinkle in his eye. He knows what his purpose is at Travis County. He has his heart in one particular area - which is grant writing; specifically grants for the Kennedy Ridge and Plover Place areas.

Due to Kelly's grant writing efforts, residents are able to get materials for water and wastewater improvement. The residents in turn are doing the work themselves. "I'm kind of remote but I'm part of what is going on...It makes you feel good when you improve someone's

It seems that the other things we talked about, marriage, kids, granddaughter, dancing, enjoying music seems trivial when you help bring much needed services to an area that was overlooked. "...the things that mean the most in life are the things you do for other people..." I can tell that Kelly is proud of his work at Travis County.

Do you know a purchasing liaison you would like to nominate for this article?

E-mail jerome.guerrero@co.travis.tx.us

Link up ... to helpful purchasing information; resources for business owner; fun sites

<http://www.gradebeam.com> : Free subscription service for notification of potential construction bids

<http://spartnerships.com> : Subscription service for information on doing business with state government. Link to their newsletter for information on what is going on with state government from legislation to business opportunities.

<http://esbd.tbpc.state.tx.us/1380/sagency.cfm> : Texas Building & Procurement Commission Electronic State Business Daily; search bid opportunities with the State of Texas using their search engine.

<http://www.traveltexas.com/> : The Official site of Texas Tourism; lots of fun things to see and do.

<http://govloans.gov/govloans/index.html> : Gateway to all types of government loans, from business, veterans and other loans.

Spotlight • Continued from Page 1

Another reason he has turned into a homebody is that wedding preparations are under way. In late May, Loren will be married to his long-time girlfriend, Sue!

Loren is currently working on his CPPB (Certified Professional Public Buyer) certification. He is hoping to sit for the test in November. His main area of purchasing is office supplies but "there is a smorgasbord of stuff to do." His areas vary from gasoline, diesel to motor boats.

He prefers that vendors at least respond to his IFB (Invitation for Bid). "Sometimes vendors are non-responsive." He would suggest that vendors at least respond with a "no bid" to keep the lines of communication open. "I will keep them in mind when an opportunity comes up."

In closing, Loren's advice to vendors is to make themselves known. Get to know what Travis County buys, when the county buys, and what the county paid. Keep in the purchaser's radar by "giving quotes" and staying in contact by being responsive.

Travis County respectfully recognizes the efforts and hard work of the National Association of Women in Construction (NAWIC) for the week of March 7 - 11, 2005. Without their efforts and hard work, foundations and bricks would not have been laid.

Great Job!

Definitions: Design Build -

By Marvin Brice

Design-Build (D/B) is an alternative solicitation method that streamlines the typical design, bid, build scenario which most public entities use for the construction of new facilities. The D/B approach allows the owner (Travis County) to hire a team of an Architectural/Engineering firm (to develop the design), and a General Contractor (GC) (to construct the facility), under one umbrella.

The D/B method serves to eliminate construction problems by allowing the GC the opportunity to work directly with the A/E during the design phase. It places the "lion's share" of the risk on the D/B team to ensure the accuracy of the design, and to coordinate through both the design and construction phases. This designation essentially relieves the owner of these responsibilities.

More importantly, a guaranteed maximum price for the project and no additional costs to the owner for any change orders results in a more efficient project with a greater likelihood of being completed "on time and on budget". D/B also increases subcontracting opportunities, which can translate into contracts for small and minority-owned businesses, the primary purpose for the County's HUB goals. In short, D/B is a "win-win" situation for the owner, the D/B firms and the HUB community.

<http://www.co.travis.tx.us/purchasing/solicitation.asp>

Purchasing Staff Attends ABC "Meet the General Contractors"

By Jerome T. Guerrero

On February 15, 2005, Associated Builders & Contractors, Inc., sponsored a networking event. HUB Program Coordinator Sylvia Lopez and HUB Program Specialist Jerome Guerrero, along with Purchasing Agent Assistants Sylvia Gonzalez and Richard Villareal met with representatives of SpawGlass, Rogers-O'Brien Construction Co., FaulknerUSA, Gilbane and others to discuss opportunities for HUB subcontractors. Many general contractors expressed interest in the upcoming Travis County Correctional Complex (TCCC) Expansion.



Purchasing Staff Phone List

Main Number (512) 854-9700

Purchasing Agent	Cyd Grimes	854-9761
Executive Assistant	Lana Boling	854-9766
Purchasing Clerk	Vera Cervantes	854-9918
Purchasing Clerk	Patricia Estrada	854-9915
Purchasing Clerk	Juan Gonzalez	854-9916
Purchasing Clerk	Jessica Mendoza	854-9917
Asst. Purchasing Agent	Frank Holder	854-9451
Business Sys. Consultant	Scott Worthington	854-4851
Fixed Asset Manager	Ron Dube	854-6458
Warehouse Supervisor	Dan Rollie	854-6459
Fixed Asset Associate	Matt Phillips	854-7438
Purchasing Agent Asst.	Rebecca Gardner	854-9853
Purchasing Agent Asst.	Jason Walker	854-4562
Purchasing Agent Asst.	Mike Long	854-4850
Purchasing Agent Asst.	Marvin Brice	854-9765
Purchasing Agent Asst.	Sylvia Gonzalez	854-5860
Purchasing Agent Asst.	Richard Villareal	854-4881
Asst. Purchasing Agent	Bonnie Floyd	854-4173
HUB Coordinator	Sylvia Lopez	854-4561
HUB Specialist	Betty Chapa	854-9914
HUB Specialist	Jerome Guerrero	854-4852
Purchasing Agent Asst.	Donald Rollack	854-9760
Purchasing Agent Asst.	Manuel Perez	854-4853
Purchasing Agent Asst.	Jorge Talavera	854-9762
Purchasing Agent Asst.	Lolly Jones	854-4204
Purchasing Agent Asst.	Loren Breland	854-4854
Purchasing Agent Asst.	Lori Clyde	854-4205
Purchasing Agent Asst.	Rose Garcia	854-9763

BLAME

Of all the things that one can say
 About the blows that come our way
 It's not my fault - is easily heard
 A good connection of several words
 And yet we know with every breath
 If we tried we'd meet each test
 But temptation to lull is a threat
 One that could be in concrete set
 Let life trials come and go
 With its burdens and saddened woe
 For we'll be strong as we ought
 With never a word of - it's not my fault

© Donald E. Rollack
 February 24, 2005

Quote of the Day

"Anyone who stops learning is old, whether at twenty or eighty. Anyone who keeps learning stays young. The greatest thing in life is to keep your mind young."

- Henry Ford

Special Events Calendar

The 12th Annual Vendor Fair
 "Opening Doors to Diversity Suppliers at The University of Texas at Austin"

May 4, 2005

10:00 a.m. - 4:00 p.m.

Frank Erwin Center

1701 Red River

Austin, Texas

For more information please contact: Annette Smith (512) 471-2850
 Tiffany Dockery (512) 471-2863

Coming July 2005
 TAMACC 30th

Annual Convention

Houston, Texas

visit: www.tamacc.org

for more information

Vendor Advisory Committee

April 12, 2005

Texas Building & Procurement Commission

1711 San Jacinto

Room 402

Agenda may be accessed 10 days prior to meeting via internet:
http://www.tbpc.state.tx.us/stpurch/vac_meetings.html

Visit City of Austin website:
<http://www.austinsmallbiz.com/sbdpcalendar.htm>

for listing of current classes and information for small businesses.



Central Texas Small Business Procurement Conference

By Jerome T. Guerrero

As part of the outreach done by the Purchasing Office, staff attended the 5th Annual Central Texas Small Business Procurement Conference in Waco. Dedicated staff met and networked with the public, government and private organizations. Information was exchanged from representatives of Small Business Administration and Texas Building & Procurement Commission. Purchasing staff handed out information packets to potential vendors for Travis County.



Info for Liaisons

☞ **Liaisons**, mark your calendars for May 4, 2005 for the 12th Annual Vendor Fair at UT. This is your chance to meet with potential HUB vendors who are eager to do business with government agencies. The event will be held from 10 a.m. - 4 p.m. at the Frank Erwin Center.

☞ Do you know that if you are stumped for a HUB, you can contact the HUB Office for a customized listing of potential vendors for your needed service or commodity.

Call the HUB Staff at 854-4561; 854-9914 or 854-4852 for help.

The Travis County Purchasing Quarterly is a work in progress that will continue to grow and improve. We are always open to your suggestions. Please feel free to e-mail your ideas to jerome.guerrero@co.travis.tx.us. The Travis County Purchasing Office is striving to improve our service to you. Please let us know how we can better serve you.



To ensure that you are serviced efficiently, please stop at the front desk when visiting the Purchasing Office. All documents will be logged in, date stamped and distributed appropriately. If you need to speak with a staff member, someone in the Purchasing Office will be happy to assist you. The Travis County Purchasing Office is striving to improve our service to you. Please let us know how we can better serve you.

NOTEWORTHY...

Welcome

The Purchasing Office welcomes Jessica Mendoza to our office. She is the new Purchasing Clerk III. She comes from the Juvenile Probation office bringing with her six years of experience. Glad to have you with us, Jessica.

Outreach

Sylvia Lopez and Jerome Guerrero attended the Texas Dept. of Transportation (TxDOT) LINC program (Learning Information Networking Collaboration) on March 22, 2005. The HUB team learned what TxDOT is doing to increase participation and awareness by their mentor -protege program.

DOWNTOWN

Join the Downtown Austin Alliance, Action Figure, and KLRU for a look at the unique destination that is Downtown Austin. Beginning April 7th, a new series will premiere that profiles the special people, places and stories that make DOWNTOWN: As Austin As it Gets.™

Check KLRU for Showtimes

