



PRINCIPLES AND  
PRACTICES OF  
PUBLIC PROCUREMENT



National Institute of Governmental Purchasing

# Annual Report 2012

# FY2012 NIGP Board of Directors

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## BOARD OF DIRECTORS

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### Region 12

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### Region 13

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### ACTING GLOBALLY; THINKING LOCALLY.

We normally hear this phrase expressed as “think globally; act locally”, but during our 2011-2012 fiscal year NIGP has made such important steps toward a greater international presence that it seemed appropriate to turn the familiar phrase on its head.

The more visible achievements of the Institute kicked off at the 2011 NIGP Forum with the announcement of NIGP’s *Partnership for Public Procurement* with CIPS, the Chartered Institute for Purchasing and Supply, headquartered in Stamford, Lincolnshire in the United Kingdom. Through this partnership, NIGP and CIPS will support the professional services needs of international bodies and governments around the world; expand access to professional development opportunities, and co-develop new programs in support of public procurement.

Our global efforts and CIPS relationship do not in any way take away from our commitment to the strategic initiatives we started two years ago: development of NIGP’s foundational courses for online delivery, and development and adoption of values, guiding principles (VGPs) and Practices for Public Procurement. In fact, as we added *Legal Aspects of Public Procurement ONLINE* to our online course curriculum, we expanded our capacity to support procurement professionals regardless of their geographic location. Plus, we awareness and adoption of the VGPs and Practices extended to practitioners in Korea, South Africa and Australia (among others), bringing the total number of supporting entities to well over 100!

Still, while we celebrate these achievements, I believe that we cannot forget about a key element of NIGP’s core: its chapters. Economic and social change continues to challenge many of NIGP’s chapters. Time and financial resources make it increasingly difficult to engage new members, keep our current ones, and attract volunteer leaders. How we successfully address these challenges and better support and align NIGP’s chapter network has been a central focus of Board attention during my time as NIGP president.

Our chapter network is made up of 73 distinct bodies. We need to be sensitive to the unique strengths and challenges of each while seeking an inclusive solution that brings greater success to all. Identifying such a solution was not likely to happen during my tenure, but by drawing the Board’s attention to the issue it is my hope that the Institute’s leadership will now sustain consistent time and attention on it until such a solution is achieved.

Looking back at my year as President and my time on the Board, I think about how important this professional association has been to me and imagine how it will continue to evolve to meet the needs of the next generation of procurement professionals. I believe that NIGP will continue to be essential to the development and recognition of the profession, and must strengthen its chapters while maintaining the key educational and professional resources that have sustained its success for more than decade.

We have achieved so much, and there is so much more I know we’ll achieve.

A handwritten signature in black ink that reads "Stephanie Creed". The signature is fluid and cursive, with a large loop at the end.

Stephanie Creed, CPPO, CPPB  
NIGP President FY2012

# NIGP Statement of Financial Position

## June 30, 2012 and 2011

	2012	2010	Percent Change
<b>Assets</b>			
Cash and cash equivalents	\$554,159	\$533,163	4%
Investments	\$1,984,544	\$1,611,630	23%
Accounts receivable, net	\$217,957	\$243,021	-10%
Due from UPPCC	\$53,433	\$22,762	135%
Prepaid expenses and other assets	\$184,444	\$126,697	46%
Inventory	\$39,059	\$40,112	-3%
Property and equipment, net	\$1,864,413	\$1,846,803	1%
<b>Total Assets</b>	<b>\$4,898,413</b>	<b>\$4,424,188</b>	<b>11%</b>
<b>Liabilities and Net Assets</b>			
Liabilities:			
Accounts payable and accrued expenses	\$583,671	\$535,266	9%
Notes payable	\$743,463	\$784,645	-5%
Deferred revenue	\$1,821,880	\$1,795,270	2%
<b>Total Liabilities</b>	<b>\$3,149,014</b>	<b>\$3,115,190</b>	<b>7%</b>
Net assets:			
Unrestricted	\$1,591,896	\$1,131,842	41%
Temporarily restricted	\$157,503	\$177,156	-11%
<b>Total net assets</b>	<b>\$1,749,399</b>	<b>\$1,308,998</b>	<b>34%</b>
<b>Total Liabilities and Net Assets</b>	<b>\$4,424,188</b>	<b>\$4,424,188</b>	<b>16%</b>

## Develop

5,851 students

- 3,151 classroom
- 2,700 Distance Learning

Over 230 educational events supporting 288 CPPB and 116 CPPO newly certified professionals

### NEW Online Courses

- Contracting for Public Sector Services ONLINE
- Legal Aspects of Public Procurement ONLINE

## Support

Global release of 14 Practices for Public Procurement

- Developing a Policy Manual
- Ethical Procurement
- Lease-Purchase Decision
- Performance-Based Contracting
- Performance Management
- Performance Measurement
- Performance Metrics
- Risk Management
- Specifications
- Spend Analysis
- Strategic Procurement Planning
- Sustainable Procurement Practice
- Transparency
- Use of Cooperative Contracts

### Research reports

- 2011 NIGP Compensation Survey
- Vision Map for Public Procurement
- Use of Procurement Software in the Public Sector



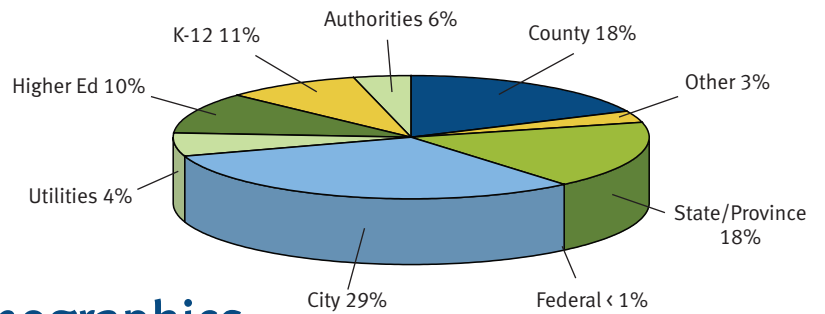
## Promote

Ongoing leadership and engagement with NCPPC – National Council for Public Procurement and Contracting

Values, Guiding Principles and Practices for Public Procurement recognized and adopted in Australia, Korea and South Africa

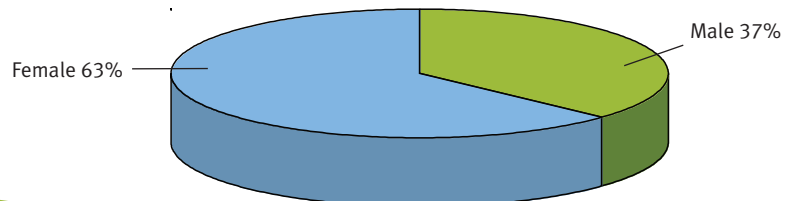
## Member Agency Demographics

City	695	29%
County	431	18%
State/Province	433	18%
K-12	274	11%
Higher Ed	243	10%
Authorities	144	6%
Utilities	96	4%
Other	72	3%
Federal	8	< 1%
<b>TOTAL</b>	<b>2,396</b>	<b>100%</b>



## Individual Member Demographics

	TOTAL	Percentage of Membership
<b>Total member individuals</b>	<b>14,386</b>	<b>100%</b>
Female	9,126	63%
Male	5,260	37%
<b>Ethnicity</b>		
Caucasian/White	10,790	72%
African American/Black	2,158	16%
Hispanic/Latino	1,007	5%
Asian/Asian American/ Pacific Islander	288	2%
Other	288	4%
Native American	144	1%





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