



National Institute of Governmental Purchasing

Annual *Report* 2008

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What a tremendous year it has been for NIGP. As the Institute embarked on its 63rd year of service, it did so with renewed energy and focus as it embraced its mission to develop, support and promote the public procurement profession and its members. The result: continued growth of membership, record-setting participation in educational programs, and increased demand for our professional consulting services.

Over the course of the year, NIGP expanded its member support *Knowledge Communities* and career awareness programs, educational course offerings and promotional initiatives to governmental leaders. The NIGP leadership made significant strides toward strengthening the organization's governance structure and processes. Organizations frequently overlook or ignore the importance of its business leadership operations and I am proud to have had the opportunity to work with my Board colleagues and staff to shepherd improvements to this aspect of the Institute.

None of this success would have been possible without the ongoing dedication of the NIGP Board and volunteer leadership, who I have had the pleasure to serve during this past year. Through their vision and understanding, they empowered NIGP staff to carry out the mission of the Institute with ongoing passion and a resolute desire to expand awareness of our profession and the essential role it plays in the communities we serve.

I would be remiss if I did not call attention to — and thank — each NIGP member for the invaluable contribution each of you makes. Certainly, without you, NIGP would be purposeless. Perhaps more importantly, through your own commitment to the highest ideals of professional practice and public service, you model those qualities that our profession increasingly becomes synonymous with. Your dedication is the spark of our profession.

Individually, through your everyday practice, you reinforce and distinguish public procurement practitioners as true professionals. Collectively, through your NIGP membership, we have the strength to influence, to bring about change, to further legitimize public procurement's role beyond that of functional overhead to invaluable government necessity.

As I pass the gavel of leadership, I feel certain that through our continued shared vision, drive to elevate the stature of our profession and support the Institute's role in it, we will continue to gain the recognition and respect of our government leaders and the publics we serve.

A handwritten signature in black ink that reads "Edmund J. Grant". The signature is written in a cursive, flowing style.

Ed Grant
NIGP President FY2008

NIGP Statement of Financial Position FY2008

	2008	2007	Percent Change
Assets			
Cash and cash equivalents	\$969,187	\$ 1,303,024	-34%
Investments	\$1,246,313	\$ 1,204,006	3%
Accounts receivable, net of allowance for doubtful accounts of \$23,000 for both 2007 and 2006	\$611,487	\$ 494,672	19%
Due from UPPCC	\$58,413	\$ 19,631	66%
Prepaid expenses and other assets	\$629,051	\$ 323,390	49%
Inventory	\$74,425	\$ 68,478	8%
Property and equipment, net	\$1,649,842	\$ 1,673,025	-1%
Total Assets	\$5,238,718	\$ 5,086,226	3%
Liabilities and Net Assets			
Accounts payable and accrued expenses	\$420,068	\$ 375,536	11%
Notes payable	\$904,849	\$ 946,162	-5%
Deferred revenue	\$1,616,047	\$1,396,064	14%
Total Liabilities	\$2,940,964	\$2,717,762	8%
Net assets:			
Unrestricted net assets	\$2,188,438	\$2,241,523	-2%
Temporarily restricted net assets	\$84,316	\$101,941	-21%
Permanently restricted net assets	\$25,000	\$ 25,000	0%
Total net assets	\$2,297,754	\$2,368,464	-3%
Total Liabilities and Net Assets	\$5,238,718	\$ 5,086,226	3%

Develop

9,200 students

- 5,300 classroom - 21% growth
- 3,900 Webinar – 29% growth
- 361 distance learning - 48% growth

342 classes resulting in 437 new CPPB and 51 new CPPO certifications

- 342 classroom - 20% growth
- 30 Webinars – 20% growth

Launch of Executive Certificate Program in partnership with Florida Atlantic University

Government Contractor Certificate (GCC) Series

- 272 supplier participants - 120% growth
- 45 GCC certificates awarded

New NIGP Texts

- *Developing and Managing Requests for Proposals in the Public Sector 2d edition*
- *NIGP Public Procurement Dictionary of Terms*
- *Sourcing in the Public Sector 2d edition*
- *Warehousing and Inventory Control*

Support

Public Procurement Career Kit developed and distributed to agencies and universities to promote careers in government purchasing and contracting.

Advocacy Resolutions

- Supporting Amendment to Florida Statute 287.055 to allow contracting of professional services using competitive bid and best overall basis practices.
- Against Section 511 of the Tax Increase Prevention and Reconciliation Act of 2005 requiring contracting authorities to withhold 3% of payments made for services or property.

New Knowledge Communities

- PREP – Procurement Response for Emergency Preparedness
- Green
- Student

Research References

- 2007 NIGP Compensation Survey Report
- 2007 NIGP Benchmark Survey Report



Promote

Targeted advertising

- City and County Managers: *ICMA's Public Management*
- Elected County Officials: *NACo's County News*
- Elected City Officials: *National Conference of Mayors' Nation's Cities Weekly*
- Finance Officers: *GFOA's Government Finance News*
- Canadian Public Administrators: *Municipal World*
- Canadian Public Procurement: *Summit*

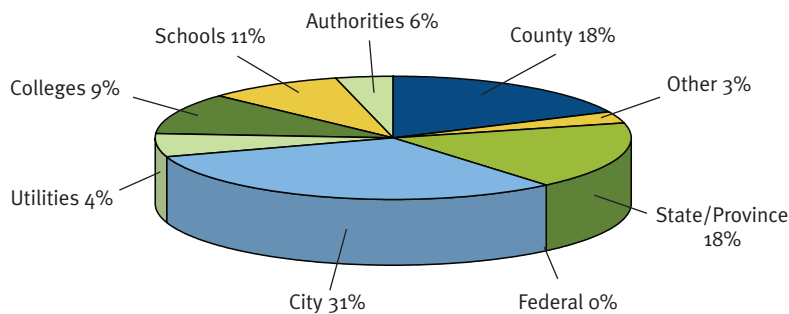
National Council for Public Procurement and Contracting leadership and support

International relations

- IFPSM Conference contributor – New Delhi, India
- Consultation with Brazilian Council for Executives of Purchasing

Member Agency Demographics

City	758	30.5%
County	457	18.4%
State/Province	440	17.7%
Schools	264	10.6%
Colleges	226	9.1%
Authorities	154	6.2%
Utilities	91	3.7%
Other	81	3.3%
Federal	11	0.4%
TOTAL	2,482	100.0%



Individual Member Demographics

	TOTAL	Percentage of Membership
Total member individuals	15,460	100%
Gender		
Female	9,495	61%
Male	5,965	39%
Ethnicity		
Asian/Pacific Islander	116	2%
Black	2,262	15%
Hispanic/Latino	958	6%
Other	89	2%
White	11,524	75%

NIGP is the Gateway to Excellence

Looking ahead to the coming year and what it holds for the profession and NIGP, we maintain a positive view that we will continue to build upon the success and gains we've achieved in recent years.

NIGP will continue the development and promotion of programs that strengthen our professionals and broaden the awareness and understanding of those we support. We recognize that fiscal belt-tightening is negatively affecting training and travel budgets, so NIGP is focusing additional attention on educational programs accessible through the Internet.

We realize that growth does not come without growing pains. For every success story affirming recognition of the worth of a professional procurement agency, such as Miami-Dade's pay differential for certified procurement agents, we expect to also confront local initiatives to reduce procurement staffing as a solution for reduced tax collections and budget allocations. Through ongoing advocacy and awareness initiatives, our goal is to minimize even the consideration of this practice as a viable option.

During periods of economic restraint, the value of communities of professional support shines brightest. Whether there is need for education at a personal level or operating efficiencies at an agency level, NIGP's members and member services ensure that all government contracting professionals can continue to bring procurement excellence to their communities.



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