



National Institute of Governmental Purchasing

Annual Report 2009

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Wow! What an incredible year.

For many of us, 2009 may have been the most difficult year we've experienced as procurement professionals. Budget cuts, furloughs, layoffs, service reductions and eliminations became familiar stories in newspapers and in our personal lives.

As president of NIGP this past year, I shared in these same experiences and witnessed first hand the impact of the weak economy on our profession and our membership. Concern for our individual short-term well-being and anxiety about the long-term effects of this downturn on our communities were common themes of the many conversations I had with members at NIGP events.

Also expressed, sometimes in words but always through actions, was the tremendous value of association that we all benefit from as members and participants of NIGP. At the Annual Forum in St. Louis and at chapter meetings, the spirit of mutual support, camaraderie and esprit was evident.

There is great comfort knowing that in the most difficult of times, our collective commitment to colleagues and professional ideals sustains us. As we continue to work ever harder to meet the needs of our agencies with even fewer resources to do so, sharing our experiences and the products of our day-to-day labors we help each other succeed.

I encourage every member to actively connect with the NIGP community and look to it as an extension of your internal team. Though it seems we grow more hectic and attached to our Blackberries and iPhones, it's the personal engagement of NIGP members across the United States, Canada and the world that ensures we continue to grow and achieve as individuals, agencies and as a profession.

A handwritten signature in black ink, appearing to read "Kirk W. Buffington". The signature is fluid and cursive.

Kirk Buffington
NIGP President FY2009

NIGP Statement of Financial Position FY2009

	2009	2008	Percent Change
Assets			
Cash and cash equivalents	\$178,752	\$ 969,187	-442%
Investments	\$1,097,807	\$ 1,246,313	-14%
Accounts receivable, net	638,424	\$ 611,487	4%
Due from UPPCC	NA	\$ 58,413	NA
Prepaid expenses and other assets	\$267,570	\$ 518,629	-94%
Inventory	\$91,447	\$ 74,425	19%
Property and equipment, net	\$2,088,908	\$ 1,649,842	21%
Total Assets	\$4,362,908	\$ 5,128,296	-18%
Liabilities and Net Assets			
Accounts payable and accrued expenses	\$629,416	\$ 420,068	33%
Due to UPPCC	\$124,525	NA	NA
Notes payable	\$860,801	\$904,849	-5%
Deferred revenue	\$1,104,604	\$ 1,616,047	-46%
Total Liabilities	\$2,719,346	\$2,940,964	-8%
Net assets:			
Unrestricted net assets	\$1,494,065	\$2,078,016	-39%
Temporarily restricted net assets	\$124,500	\$84,316	32%
Permanently restricted net assets	\$25,000	\$ 25,000	0%
Total net assets	\$1,643,565	\$2,187,332	-33%
Total Liabilities and Net Assets	\$4,362,908	\$ 5,128,296	-18%

Develop

8,299 students

- 4,249 classroom
- 3,493 Webinar
- 557 distance learning

339 professional development events resulting in 360 new CPPB and 196 new CPPO certifications

Launch of Certification Preparation Resources

- Cert Prep Central online guide
- Cert Prep classes offered for both CPPB and CPPO candidates
- Cert Prep Guides published for CPPB and CPPO candidate reference

Support

Advocacy Resolutions

- Joint testimony submitted to Congress in support of ARRA allocations for training and development
- Joint and independent efforts supporting repeal of 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.
- Resolution urging the United States Federal Government to expeditiously provide state and local government agencies access to federal supply schedules containing environmentally preferable “Green” commodities and services.

NIGP Library Over 2,000 new reference documents

- 1,461 solicitations
- 461 models
- 115 reports
- 39 publications
- 12 research studies

NIGP Dictionary of Terms available online and searchable



Promote

Targeted advertising

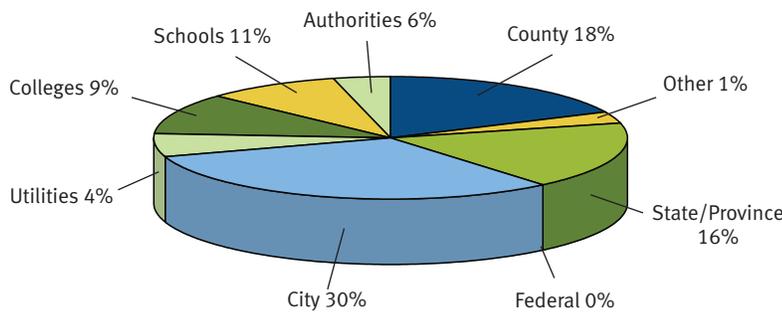
- City and County Managers: *ICMA's Public Management (PM) Magazine*
- Elected County Officials: *NACO's County News*
- Elected City Officials: National Conference of Mayor's Nation's Cities Weekly
- Finance Officers: *GFOA's Government Finance News*
- Canadian Public Administrators: *Municipal World*

International relations

- IFPSM member engagement
- IRSP4 Contributor – Lisbon, Portugal
- Public Procurement Conference of the Americas presenting partner – Washington, DC

Member Agency Demographics

City	771	30.9%
County	464	18.6%
State/Province	423	16.9%
Schools	286	11.4%
Colleges	248	9.9%
Authorities	153	6.1%
Utilities	106	4.2%
Other	38	1.5%
Federal	9	0.4%
TOTAL	2,498	100.0%



Individual Member Demographics

	TOTAL	Percentage of Membership
Total member individuals	16,026	100%
Gender		
Female	9,906	62%
Male	5,965	38%
Ethnicity		
Asian/Pacific Islander	321	2%
Black	2,404	15%
Hispanic/Latino	1,122	7%
Native American	160	1%
Other	321	2%
White	11,699	73%

*Projected totals based on 5,591 respondents.

For many NIGP member agencies, 2009 was a year of organizational self-examination, difficult choices and planning for a near future shaped by budgets substantially smaller than those enjoyed in recent years.

SHORT- AND LONG-TERM ADJUSTMENTS

Reductions in budget and human resources were but the first immediate steps necessary to embrace the changed economy. Equally important, adjusting NIGP programs to ensure their continued attractiveness became the number one strategic goal for the Institute in fiscal year 2010.

Embracing the findings of its 2009 education survey, NIGP has started the process of redefining its educational offerings. Over 3,000 survey respondents indicated they continue to require professional development, but noted that budgets, time and travel restrictions make it increasingly difficult to get the education they need. From this guidance, we are revitalizing our course catalog by developing NIGP courses that better meet time- and travel-restricted schedules and more budget-friendly pricing options for those offerings. Look for new online, interactive classes mid-2011.

ATTRACTIVE PRICING ALTERNATIVES

NIGP continues to explore pricing models that make access to products and benefits more affordable while maintaining the sustainability of our association. Even though NIGP's price points are 25 to 50% below the market pricing offered by some of our collegial associations, we still believe it's vital to provide you with the lowest pricing possible as you continue to struggle with shrinking budgets. Two examples of upcoming buyer-friendly pricing:

- Following the very popular early registration discount structure for the annual Forum (approximately 60% of delegates register early and take advantage of the discount), NIGP will offer a \$25 discount to those who register for classroom seminars at least sixty days prior to the event.
- In the spring of 2010, NIGP will announce Signature Series packages that offer a combination of member dues, classroom seminars, webinars, and/or forum registrations at discounted pricing. These packages cater to the needs of small, medium and large agencies and their preferred level of NIGP member benefit access and type of professional development courses.

Although we realize that public sector economic indicators lag behind those for the commercial marketplace, there are encouraging signs that the economy is on the road to good health. As you consider ways to promote 'good health' for agency and community, please remember to nourish your professional health and your journey of life-long learning. Take full advantage of the wide range of free services that are available through NIGP national membership. Additionally, take advantage of low-cost options such as webinars. And stretch your training dollars by taking advantage of early registration discounts and packages. Most importantly, please remember that public procurement, when practiced by educated and continually trained professionals, results in significant cost savings to the public entities and citizens you serve.

Together, we will not only survive...but thrive!

Rick Grimm and Your NIGP Professional Team



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