



National Institute of Governmental Purchasing

Annual

Report
2010

NIGP Statement of Financial Position FY2010

	2010	2009	Percent Change
Assets			
Cash and cash equivalents	\$204,603	\$178,752	14%
Investments	\$1,151,888	\$1,097,807	5%
Accounts receivable, net	\$192,739	\$561,397	-66%
Due from UPPCC	\$40,014	NA	NA
Prepaid expenses and other assets	\$161,163	\$267,570	-40%
Inventory	\$66,270	\$91,447	-28%
Property and equipment, net	\$1,919,044	\$ 2,088,908	-8%
Total Assets	\$3,735,721	\$ 4,285,881	-13%
Liabilities and Net Assets			
Accounts payable and accrued expenses	\$540,925	\$ 629,416	-14%
Due to UPPCC	NA	\$124,525	-100%
Notes payable	\$823,730	\$860,801	-4%
Deferred revenue	\$1,111,232	\$1,104,601	-1%
Total Liabilities	\$2,475,887	\$2,719,343	-9%
Net assets:			
Unrestricted net assets	\$1,096,164	\$1,417,038	-23%
Temporarily restricted net assets	\$138,670	\$124,500	11%
Permanently restricted net assets	\$25,000	\$ 25,000	0%
Total net assets	\$1,259,834	\$1,566,538	-20%
Total Liabilities and Net Assets	\$3,735,721	\$ 4,285,881	-13%

FY2010 NIGP Board of Directors

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FISCAL YEAR 2009-10 PROVED A

tremendously challenging period for so many procurement agencies and professionals. Over the course of the year, we experienced the full impact of the economic downturn with budgets and staffs reduced to an austere level.

If ever there was a need for the support of colleagues and a professional community, it has been during this recession.

Serving the NIGP membership as President during this time, I made it my

mission to ensure that NIGP provided members resources that would help us continue to provide for our communities and demonstrate the enhanced value procurement professionals bring to their agencies. To that end, NIGP unveiled two new complimentary member benefits this fiscal year.

First, members registering for The Aberdeen Group's industry research repository, The Vault, received two years of complimentary access to a \$995 annual subscription value.

Second, NIGP member agencies can take advantage of MEASURE, an online tool that makes it easy to highlight and report on areas of achievement, and clearly demonstrate procurement's value to managers and elected officials.

As we continue to adjust to this 'new normal,' let us also continue to take advantage of the support we are able to provide each other through our professional relationships and the many resources available to us through our professional association.

Best wishes to all,

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

Paul J. Brennan, CPPO
NIGP President FY2010

Develop

5,926 students

- 3,631 classroom
- 1,670 Webinar
- 625 distance learning

Over 240 classes supporting 287 CPPB and 128 CPPO newly certified professionals

E-learning program assessment completed. Online course curriculum under development. First new online courses scheduled for release Q4 FY11.

Support

Resolutions

- Joint and independent efforts supporting repeal of Section 511 of the Tax Increase Prevention and Reconciliation Act of 2005 requiring contracting authorities expending \$100,000,000 or more to withhold from suppliers 3% of payment made for services or property

2,000 new references added to NIGP Library

NIGP Observatory spending transparency solution launched

Complimentary NIGP member access to Aberdeen Group's industry research repository "The Vault"

Public Procurement Standards of Practice initiative underway identifying six critical values for the profession:

- Accountability
- Ethics
- Impartiality
- Professionalism
- Service
- Transparency



Promote

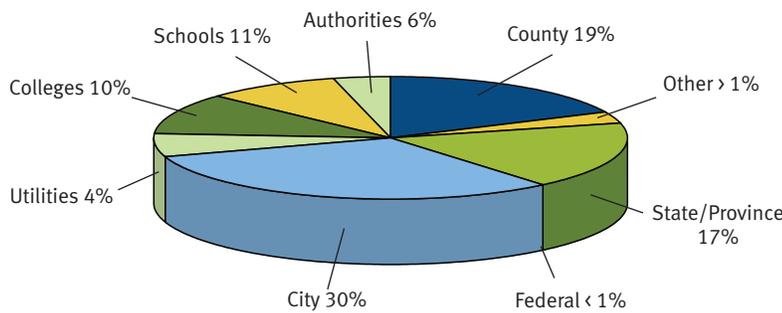
Targeted advertising

- City and County Managers: American City & County Magazine
- Finance Officers: GFOA's Government Finance News
- Canadian Public Procurement: SUMMIT

Active support and engagement in IFPSM; IFPSM newsletter provided complimentary to NIGP members

Member Agency Demographics

City	744	30%
County	460	19%
State/Province	425	17%
Schools	272	11%
Colleges	244	10%
Authorities	152	6%
Utilities	103	4%
Other	33	> 1%
Federal	11	< 1%
TOTAL	2,444	100.0%



Individual Member Demographics

	TOTAL	Percentage of Membership
Total member individuals	14,419	100%
Gender		
Female	8,940	62%
Male	5,479	38%
Ethnicity		
Asian/Pacific Islander	289	2%
Black	2,163	15%
Hispanic/Latino	1,009	7%
Native American	144	1%
Other	289	2%
White	10,525	73%

*Projected totals based on 5,591 respondents.

NIGP: VALUES FOR THE PROFESSION; VALUE TO THE PROFESSIONAL

Each year NIGP strives to enhance, elevate and add to the programs and products we offer our members in support of their day-to-day efforts and long-term achievements. Just as every member must demonstrate the enhanced value they bring to their agencies, so too must we continue to add value to NIGP member resources.

To this end, and in spite of an economic climate that demands additional ingenuity to achieve, the Institute has made substantial progress toward the achievement of its two immediate strategic goals: establishing values, guiding principles and standards of practice for our profession and creating new, online versions of NIGP courses.

Both of these initiatives are important elements of the ongoing and future success of our profession. With the identification and adoption of the Values and Guiding Principles of Public Procurement we establish the strong foundation upon which to define standards of practice and further strengthen government procurement's 'professional' status. For ease of reference, the one-page Values & Guiding Principles can be downloaded from the NIGP website.

Our first online course, *Contract Administration*, is expected to be delivered in April 2011. This will be followed in May and June, by *Developing and Managing RFPs in the Public Sector* and *Fundamentals of Leadership and Management*, respectively. For so many on tight budgets seeking opportunities to expand their knowledge and advance their career, these NIGP courses meet the demand for high quality learning experiences without the additional costs of travel.

A hallmark of NIGP is our ability to meet the immediate needs of members in addition to those that relate to their future well-being. New offerings made available this fiscal year that positively and immediately impact your agency's bottom line:

- Complimentary access to The Aberdeen Group's industry research repository, *The Vault*
- Complimentary license for *MEASURE*, an online tool that makes it easy to highlight and report on areas of achievement, and clearly demonstrate procurement's value to managers and elected officials.
- Fixed-price consulting services
- NIGP education and membership *Signature Series* packages provide agencies and individuals added savings while continuing to meet their professional development goals and access to NIGP member benefits.

NIGP realizes that demonstrating ongoing value enhancement is the challenge that perseveres for all of us regardless of time frames or economic climate. We embrace that challenge.

We also continue to encourage our members to reach out to each other; to realize the great and latent value of this professional community simply by asking a question or sharing an experience.



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