



National Institute of Governmental Purchasing

# Annual Report 2011

# FY2011 NIGP Board of Directors

## BOARD OFFICERS

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Ken Koester, CPPO, C.P.M., C.P.P.

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Stephanie Creed, CPPO, CPPB

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Bobbi Matthews, CPPO CPPB

### 3rd VICE PRESIDENT

Marcheta Gillespie, CPPO, CPPB, C.P.M., CPM

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Rick Grimm, CPPO, CPPB

## BOARD OF DIRECTORS

### Region 1

Paul Brennan, CPPO

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### Region 5

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### Region 10

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### Region 11

Marcheta Gillespie, CPPO, CPPB, C.P.M.

### Region 12

Dave Davis, CPPO

### Region 13

Gord Sears, CPPB

### At-Large Seat 16

Kirk Buffington, CPPO, C.P.M.



**DETERMINATION, RESILIENCE AND FOCUS** were the operative qualities that underwrote NIGP's success during fiscal year 2010-2011.

"Success" can, of course, be measured in many ways. During this past year NIGP has realized success whether measured by achievement of strategic initiatives, delivery of mission-centric programs and products, or bottom-line financial performance.

I am proud to report that during my tenure as NIGP President, the Institute introduced three new ONLINE courses as part of a strategic plan goal to augment NIGP's face-to-face foundation curriculum with the same courses available in an online format. *Contract Administration; Developing and Managing Requests for Proposals; and Fundamentals of Leadership & Management* were all successfully delivered.

Our second principle strategic goal, the NIGP-led effort to establish the Values, Guiding Principles and Practices for Public Procurement, continues to gain momentum and awareness as evidenced by their adoption or support by over 70 organizations and 50 NIGP chapters.

Professional development continues as a critical service the Institute provides with over 4,000 practitioners taking part in NIGP courses. Resources such as the *2010 NIGP Benchmark Survey Report*, the NIGP position paper, *Transparency in Public Procurement*, and the Resource Library continue to provide support and value to all NIGP members.

While the economic recovery is spoken of in hopeful terms, I am encouraged by the positive growth of NIGP's overall financial position. It has been a trying couple of years for everyone, adjusting to leaner budgets and staffs. If our year-over-year balance sheet reflects the future ahead, then I can cheerfully report that there is a light on the horizon and better days ahead.

Let us continue to carry forward with determination, resilience and focus the optimism and anticipation of ongoing achievement.

A handwritten signature in black ink that reads "Ken Koester". The signature is written in a cursive, flowing style.

Ken Koester, CPPO, C.P.M., A.P.P.  
NIGP President FY2011

# NIGP Statement of Financial Position

## June 30, 2011 and 2010

	2011	2010	Percent Change
<b>Assets</b>			
Cash and cash equivalents	\$533,163	\$204,603	161%
Investments	\$1,611,630	\$1,151,888	40%
Accounts receivable, net	\$243,021	\$192,739	26%
Due from UPPCC	\$22,762	\$40,014	-43%
Prepaid expenses and other assets	\$126,697	\$161,163	-21%
Inventory	\$40,112	\$66,270	-39%
Property and equipment, net	\$1,846,803	\$1,989,369	-7%
<b>Total Assets</b>	<b>\$4,424,188</b>	<b>\$3,735,721</b>	<b>18%</b>
<b>Liabilities and Net Assets</b>			
Liabilities:			
Accounts payable and accrued expenses	\$535,266	\$540,925	-1%
Notes payable	\$784,645	\$823,730	-5%
Deferred revenue	\$1,795,270	\$1,583,625	13%
<b>Total Liabilities</b>	<b>\$3,115,190</b>	<b>\$2,948,280</b>	<b>6%</b>
Net assets:			
Unrestricted	\$1,131,842	\$694,096	63%
Temporarily restricted	\$177,156	\$138,670	28%
Permanently restricted	-	\$25,000	-
<b>Total net assets</b>	<b>\$1,308,998</b>	<b>\$857,766</b>	<b>53%</b>
<b>Total Liabilities and Net Assets</b>	<b>\$4,424,188</b>	<b>\$3,806,046</b>	<b>16%</b>

## Develop

**5,940 students**

- 4,052 classroom
- 1,724 Webinar
- 164 online

**Over 270 educational events supporting 275 CPPB and 118 CPPO newly certified professionals**

### NEW Online Courses

- Contract Administration ONLINE
- Developing & Managing Requests for Proposals ONLINE
- Fundamentals of Leadership & Management ONLINE

## Support

**2010 NIGP Benchmark Survey Report published**

**“Transparency in Public Procurement” NIGP position paper published**

**Public Procurement Values & Guiding Principles adopted or supported by over 70 organizations and over 50 NIGP chapters.**



## Promote

### Engagement of collegial associations in support of Public Procurement Values & Guiding Principles

- AGA - Association of Government Accounts
- ASBO – Association of School Business Officials
- CAPPO – California Association of Public Purchasing Officials
- CIPS – Chartered Institute of Purchasing & Supply
- CPPC - Canadian Public Procurement Council
- FAPPO – Florida Association of Public Purchasing Officers
- GFOA – Government Finance Officers Association
- ICMA – International City/County Management Association
- NACo – National Association of Counties

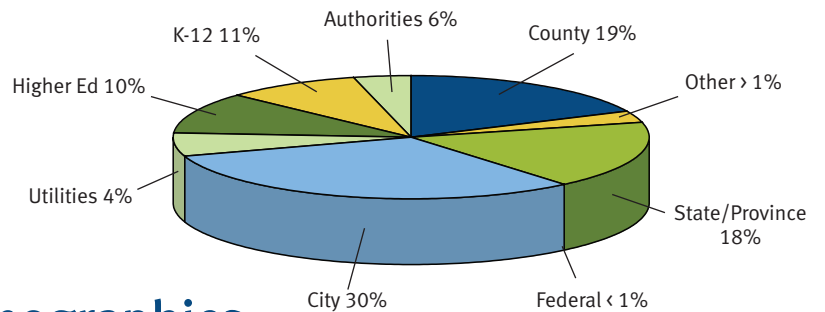
- NLC – National League of Cities
- PMAC – Purchasing Management Association of Canada
- PPRC – Public Procurement Research Center
- U.S. Conference of Mayors

### Continuing active support and leadership of IFPSM

**IFPSM newsletter provided complimentary to NIGP members**

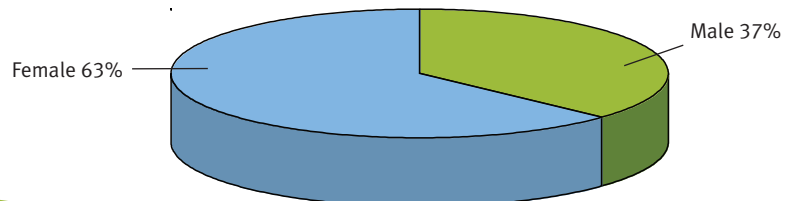
## Member Agency Demographics

City	726	30%
County	441	19%
State/Province	428	18%
K-12	271	11%
Higher Ed	241	10%
Authorities	151	6%
Utilities	102	4%
Other	31	> 1%
Federal	8	< 1%
<b>TOTAL</b>	<b>2,399</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	73%
African American/Black	2,158	15%
Hispanic/Latino	1,007	7%
Asian/Asian American/ Pacific Islander	288	2%
Other	288	2%
Native American	144	1%





National Institute of Governmental Purchasing  
151 Spring Street  
Herndon, Virginia 20170  
[nigp.org](http://nigp.org)