



NIGP: The Institute for Public Procurement

Annual Report **2016**

**“ I am actively changing the world...
and that's priceless. ”**

Annie Teav
Contract Specialist Senior
Multnomah County, Portland, Oregon

FY2016 NIGP Governing Board

BOARD OFFICERS



CHAIR

Keith Glatz, CPPO, FCPM, FCPA



CHAIR ELECT

Jack Adger, CPPO, CPPB



TREASURER

Taylor Adams, CPPO



SECRETARY

Rick Grimm, CPPO, CPPB

DIRECTORS



Michael Bevis, CPPO, JD, CPSM,
C.P.M., PMP



Donald Buffum, CPPO



Jeff Cobb



George Nader, Jr., CPPO



Stephanie Osborn



Denise Schneider, CPPO, CPPB, C.P.M.



William Shields, Jr.

FINANCE COUNCIL

Taylor Adams, CPPO
Chair/Governing Board Treasurer

Robert Behr

Ben Calia, CPPB

James Foley, CPPO, CPPB

David Keen

Lisa Mehalko, CPPO, CPSM, CGAP

Glenn O'Steen, CPPO, MBA

Linda Phillips, CPPB, C.P.M.

Nicole Kmeta Rogers, CPPB

Kate Rotella, CPPO

Steve Siesser

MEMBER COUNCIL

Denise Schneider, CPPO, CPPB, C.P.M. – Chair

Cheral Manke, CPPO, CPPB – Vice Chair

Lisa Evans, C.P.P.

Beth Fleming, CPPO, CPSM, C.P.M.

Joan Graham, CPPO, CPPB

Amanda Greer, CPPO, CPPB

William Lindsey, CPPO, C.P.M.

Zulay Millan, CPPO, CPPB, FCCM

Nelson Park, CPPO, CPPB

Brian Smith, CPPO

Theresa Webb, CPPO, CPPB, C.P.M., FCCM

Kevin Yin, CPPB

TALENT COUNCIL

Don Buffum, CPPO – Chair

Keith Ashby, CPPO

Danielle Hinz, CPPO, C.P.M.

Peggy Hoffman

Russell Pankey, CPPO, CPPB

Charles Henry Smith, Jr., CPPO, CPPB, MBA

Aaron Wolowiec, MSA, CAE, CMP, CTA

Rick Grimm, CPPO, CPPB, - NIGIP CEO

NIGP Statement of Financial Position

June 30, 2016 and 2015

	2016	2015
Assets		
Cash and cash equivalents	\$2,800,523	\$2,685,164
Investments	\$2,042,372	\$2,297,961
Accounts receivable, net	\$251,355	\$172,244
Due from UPPCC	—	\$117,865
Prepaid expenses and other assets	\$212,581	\$358,367
Inventory	\$41,007	\$42,654
Property and equipment, net	\$682,478	\$349,497
Total Assets	\$6,030,316	\$6,023,752
Liabilities and Net Assets		
Liabilities:		
Accounts payable and accrued expenses	\$356,501	\$728,291
Deferred revenue	\$2,420,741	\$2,262,377
Deferred rent	\$185,648	—
Total Liabilities	\$2,962,890	\$2,990,668
Net assets:		
Unrestricted	\$3,038,657	\$2,989,791
Temporarily restricted	\$28,769	\$43,293
Total net assets	\$3,067,426	\$3,033,084
Total Liabilities and Net Assets	\$6,030,316	\$6,023,752

* NIGP's Form 990 is available upon request. E-mail executive@nigp.org.



ACHIEVEMENTS for NIGP FY2015-2016

PROFESSIONAL DEVELOPMENT

13,378 Students

- 3,652 Classroom
- 994 Online
- 8,732 Webinar Students

New Learning Management System

centralizes and manages the details of every learning event

9 New Face-2-Face Courses

- Advancing Your Negotiation Skills
- Category Management Strategies for the Public Sector
- How to Buy Performance Results
- Making the Contract Fit the Purchase
- Preparing For and Surviving Internal Audits
- Preparing for the Age of Licensing
- Promoting the Procurement Function
- Taking Costs Out of the Purchase
- Total Cost Analysis for Best Value Decisions

144 New CPPBs
56 New CPPOs

EVENTS

200 Educational Events

Forum 2015, Kansas City, Missouri

- 843 Registrants

2nd Annual Academic Symposium in conjunction with ASPA's Annual Meeting. Academia and practitioners focus on next steps for strengthening and expanding the academic community.

3rd Annual NIGP Chapter Leadership Symposium

- 55 chapter leaders representing 49 chapters
- 19 chapter ambassadors
- 8 talent council members

Chapters Hosting five or more Face-2-Face Courses

- Arizona State Capitol Chapter
- Central Florida
- Georgia Chapter
- Greater Miami
- Idaho Public Purchasing Association
- Iowa Public Procurement Association
- Kentucky Public Procurement Association
- Maryland Public Purchasing Association
- Ontario Public Buyers Association
- Oregon Public Purchasing Association
- Rocky Mountain Governmental Purchasing Assoc.
- *South Carolina Association of Governmental Purchasing Officials - Hosted 13 Classes*
- Virginia Association of Governmental Purchasing

PROCUREMENT RESOURCES

New look and feel of NIGP Website - streamlined for enhanced member experience

New Agency Development Path - Pathway to Professionalized Procurement for Agencies and Individuals (nigp.org - Procurement Resources)

NIGP Position Paper

- *The Strategic Value of Procurement in Public Entities*



ACHIEVEMENTS for NIGP FY2015-2016

Global Practices

- *Specifications*

NIGP Code

- 7-digit taxonomy updated
- 39,848 codes reviewed
- 8,175 codes revised
- 129 codes removed
- Expanded online support capacities

MEMBERSHIP

14,693 Individual Members
2,554 Member Agencies

NIGP's first virtual Chapter – Alaska-Hawaii Governmental Procurement Association

Top Five States

- Florida – 1,659 members
- Texas – 1,228 members
- Virginia – 1,114 members
- New York – 844 members
- Georgia – 674 members

Five Largest Chapters

- VAGP (Virginia) – 1,115 members
- OPBA (Ontario) – 795 members
- SCAGPO (South Carolina) – 670 members
- OKAPP (Oklahoma) – 629 members
- SAMPO (New York) – 562 members

THE INSTITUTE

NIGP Business Council

- **10 NIGP Chapter White Paper Presentations** – *The Healthy-Agency Supplier Relationship Guide*
- **New White Paper** – *Total Cost of Ownership: Realizing Procurement's Full Potential in Value Creation*

New Governance Structure – Featuring a Governing Board and three councils – Finance, Member and Talent.

New Chapter Ambassador Program with 19 ambassadors

MILESTONES

Member Agency Anniversaries

Celebrating 60 Years

- Pinellas County, Florida
- Fairfax County Government, Virginia
- City of New Britain, Connecticut
- City of Rockville, Maryland

Celebrating 55 Years

- City of East Providence, Rhode Island

Celebrating 50 Years

- City of Fort Lauderdale, Florida
- Middlesex County, New Jersey
- City of Las Vegas, Nevada
- Bergen County, New Jersey
- City of Eugene, Oregon

Celebrating 45 Years

- Howard County Purchasing, Maryland
- Village of Arlington Heights, Illinois

Celebrating 40 Years

- Augusta County Service Authority, Virginia
- Rockland County, New York
- Kent County, Michigan
- City of North Miami, Florida
- City of Sioux City, Iowa
- City of Fairbanks, Alaska
- Washington County, Maryland
- City of Joliet, Illinois
- City of Naperville, Illinois
- City of Ames, Iowa



ACHIEVEMENTS for NIGP FY2015-2016

Celebrating 35 Years

- City of Charleston, South Carolina
- West Virginia University, West Virginia
- County of Northampton, Pennsylvania
- City of Bloomington, Minnesota
- Virginia State University, Virginia
- City of Gulfport, Mississippi
- State of Kansas, Kansas
- City of Coral Springs, Florida
- Kanawha County Schools, West Virginia
- Social Development Commission, Wisconsin
- Hillsborough Community College, Florida
- City of Norwalk, Connecticut
- City of Tempe, Arizona
- New York City Fire Department, New York
- Municipality of Anchorage, Alaska
- James City County, Virginia
- City of Boynton Beach, Florida
- College of William and Mary, Virginia
- Lancaster County, Pennsylvania
- Town of Islip, New York
- Lander University, South Carolina
- City of Texarkana, Texas
- City of Maryville, Tennessee
- City of Iowa City, Iowa
- Cuyahoga County, Ohio
- City of Yakima, Washington
- Los Angeles Department of Water and Power, California
- Scott County, Iowa
- Jackson County, Missouri
- Leon County, Florida
- Putnam County, Florida
- St. Louis County - Purchasing Division, Minnesota
- Prince William County Service Authority, Virginia
- City of Roseville, California
- City of Riviera Beach, Florida

Celebrating 30 Years

- Flagstaff Unified School District #1, Arizona
- Lake County School Board, Florida
- Broward County Board of County Commissioners, Florida
- Solid Waste Authority of Palm Beach County, Florida
- Winnebago County, Illinois
- University of North Texas System, Business Service Center, Texas
- Delaware State Police, Delaware
- Metropolitan Washington Council of Governments, District of Columbia
- City of Portland, Maine
- Massachusetts Water Resources Authority, Massachusetts
- Travis County, Texas
- University of Texas Medical Branch - Galveston, Texas
- Indian River County, Florida
- State of Minnesota, Minnesota
- Metropolitan Airports Commission, Minnesota
- Chatham County Government, Georgia
- Roanoke County Purchasing, Virginia
- City of Altamonte Springs, Florida
- City of Sherman, Texas
- Arizona State University, Arizona
- City of Oak Ridge, Tennessee
- Columbus Consolidated Government, Georgia
- Montgomery County Public Schools, Virginia
- Cumberland County, New Jersey
- Boulder County, Colorado
- Olmsted County, Minnesota
- Town of Ocean City, Maryland
- Florida Department of Environmental Protection, Florida
- North Carolina Department of Env. & Natural Resources, North Carolina



ACHIEVEMENTS for NIGP FY2015-2016

- Montgomery County, Ohio
- Manatee County School Board, Florida
- Jackson County Circuit Court, Missouri
- St. Petersburg College, Florida
- Missouri Department of Corrections, Missouri
- Town of Herndon, Virginia
- Town of Glastonbury, Connecticut
- Kent County Road Commission, Michigan
- Hillsborough County Sheriff's Office, Florida
- Okaloosa County School Board, Florida
- Employees Retirement System of Texas, Texas
- Salt Lake County, Utah

Celebrating 25 Years

- Cumberland Mountain Community Services, Virginia
- Georgia Ports Authority, Georgia
- School Board of Hernando County, Florida
- Edmonton Public Schools, Alberta
- City of Glendale, California
- County of Durham, North Carolina
- City of Hutchinson, Kansas
- Oklahoma Department of Career & Technology Education, Oklahoma
- St. Mary's County Government, Maryland
- Village of Niles, Illinois
- Douglas County Board of Commissioners, Georgia
- City of Rancho Cucamonga, California
- City of Moncton, New Brunswick
- San Marcos Consolidated ISD, Texas
- County of Stearns, Minnesota
- Commonwealth of Pennsylvania, Department of General Services, Pennsylvania

- City of Worcester, Massachusetts
- City of Florence, South Carolina
- Lake County Health Department & Community Health Center, Illinois
- Newark Housing Authority, New Jersey
- Metropolitan Washington Airports Authority, District of Columbia
- Otero County, New Mexico
- City of Santa Barbara, California
- Fort Bend County, Texas
- City of Cape Coral, Florida
- Chandler USD #80, Arizona
- Metropolitan Water Reclamation District of Greater Chicago, Illinois
- City of Regina, Saskatchewan
- Colorado Department of Human Services, Colorado
- University of Northern Iowa, Iowa
- North Clackamas School District, Oregon
- Saint Paul Public Schools ISD #625, Minnesota
- City of Oldsmar, Florida
- Caddo Parish Sheriff's Office, Louisiana
- University of Alaska at Anchorage, Alaska
- Greater Orlando Aviation Authority, Florida
- City of Bettendorf, Iowa
- State of Oregon Department of Administrative Services, Oregon
- West Virginia Department of Administration, West Virginia
- Workers Compensation Board, Alberta
- City of Minneapolis, Minnesota
- Arizona Department of Transportation, Arizona
- City of North Myrtle Beach, South Carolina
- City of Fitchburg, Massachusetts
- Denver Public Schools, Colorado



ACHIEVEMENTS for NIGP FY2015-2016

Chapter Anniversaries

Celebrating 45 years

- Michigan Public Purchasing Officers Association

Celebrating 40 years

- Missouri Association of Public Purchasing
- Wisconsin Association for Public Procurement

Celebrating 35 years

- Minnesota Chapter
- South Carolina Association of Governmental Purchasing Officials
- Tampa Bay Area
- Celebrating 30 years
- Metropolitan Washington Chapter
- San Antonio Public Purchasing Association
- Texas Association of Public Purchasers

Celebrating 25 years

- Oregon Public Purchasing Association, Inc.
- Celebrating 15 years
- Oklahoma Association of Public Procurement Inc.

Highest Percentage Increase in Chapter Members

Small Chapters (0-100)

- Idaho Public Purchasing Association - 61%
- North Florida Procurement Association - 32%
- Midwest Association of Public Procurement - 7%

Medium Chapters (101-200)

- Tennessee Association of Public Purchasing - 39%
- East Tennessee Purchasing Association - 35%
- Southeast Texas Association of Public Purchasing - 29%

Large Chapter (201-350)

- Texas Association of Public Purchasers - 32%
- Greater Miami Chapter - 27%
- Central Florida Chapter - 23%
- Tampa Bay Area - 23%

Extra Large Chapter (351+)

- Carolinas Association of Governmental Purchasing - 34%
- Oklahoma Association of Public Procurement - 32%
- Maryland Public Purchasing Association - 14%

Highest Percentage Increase of NIGP Members

Small Chapter (0-100)

- Coastal Georgia Chapter - 96%
- Assiniboia Chapter - 91%
- Idaho Public Purchasing Association, Inc. - 86%

Medium Chapter (101 - 200)

- Columbia Chapter - 87%
- Dallas Fort Worth Metroplex - 78%
- Tennessee Association of Public Purchasing - 78%
- Missouri Association of Public Purchasing - 67%

Large Chapter (201-350)

- Georgian Chapter - 96%
- Illinois Association of Public Procurement Officials - 84%
- Central Florida - 80%

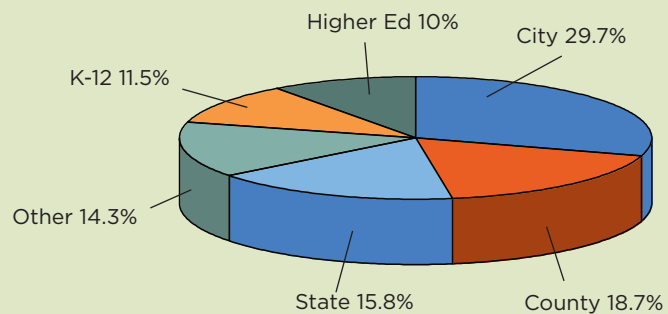
Extra Large Chapter (351+)

- Virginia Association of Governmental Purchasing 86%
- Arizona State Capitol Chapter 71%
- Southeast Florida Chapter 70%

Member Agency Demographics

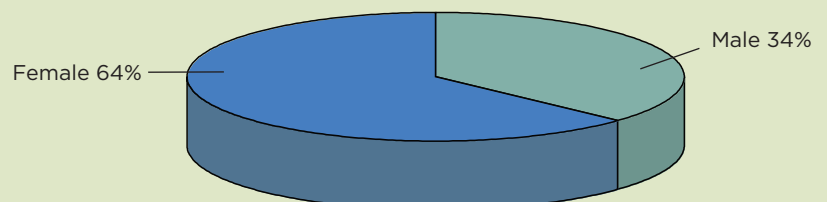
	TOTAL	Percentage of Membership
City	759	29.7%
County	478	18.7%
State	403	15.8%
Other	365	14.3%
K-12	294	11.5%
Higher Ed	255	10%

Total agencies 2,554



Individual Member Demographics

	TOTAL	Percentage of Membership
Total individuals	14,693	100%
Male	4,996	34%
Female	9,404	64%
No Data	293	2%
Ethnicity		
Caucasian	9,991	68%
African American	2,645	18%
Hispanic/Latino	1,029	7%
Other	1,029	7%





NIGP: The Institute for Public Procurement
2411 Dulles Corner Park, Suite 350
Herndon, VA 20171
nigp.org