NIGP: The Institute for Public Procurement

Annual Report 2015
FY2015 NIGP Board of Directors

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## NIGP Statement of Financial Position
### June 30, 2015 and 2014

<table>
<thead>
<tr>
<th>Assets</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$2,685,164</td>
<td>$1,583,519</td>
</tr>
<tr>
<td>Investments</td>
<td>$2,297,961</td>
<td>$2,130,586</td>
</tr>
<tr>
<td>Accounts receivable, net</td>
<td>$172,244</td>
<td>$296,611</td>
</tr>
<tr>
<td>Due from UPPCC</td>
<td>$117,865</td>
<td>$80,427</td>
</tr>
<tr>
<td>Prepaid expenses and other assets</td>
<td>$358,367</td>
<td>$205,748</td>
</tr>
<tr>
<td>Inventory</td>
<td>$42,654</td>
<td>$72,791</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>$349,497</td>
<td>$1,633,697</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$6,023,752</strong></td>
<td><strong>$5,958,379</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Liabilities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$728,291</td>
<td>$521,616</td>
</tr>
<tr>
<td>Notes payable</td>
<td>—</td>
<td>$647,950</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>$2,262,377</td>
<td>$2,144,810</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$2,990,668</strong></td>
<td><strong>$3,314,376</strong></td>
</tr>
</tbody>
</table>

| Net assets:                     |             |             |
| Unrestricted                    | $2,989,791  | $2,492,167  |
| Temporarily restricted           | $43,293     | $151,836    |
| **Total net assets**            | **$3,033,084** | **$2,644,003** |

| **Total Liabilities and Net Assets** | **$6,023,752** | **$5,958,379** |

* NIGP’s Form 990 is available upon request. E-mail executive@nigp.org.
ACHIEVEMENTS for NIGP FY2014-2015

NEW Online Educational Resources

- 13,024 students
  - 3,003 classroom
  - 1,201 online
  - 8,820 Webinar

- 200+ educational events

- 122 New CPPBs
- 70 New CPPOs

NIGP Business Council

- 8 NIGP Chapter White Paper Presentations – Everybody Wins: Crafting a Solicitation that Fosters Transparency, Best Value and Collaborative Partnership
- NEW White Paper. The Healthy Agency-Supplier Relationship Guide

NIGP Position Papers

- Procurement Authority in Public Agencies
- Local Preference in Public Procurement

INAUGURAL NIGP Academic Summit

- Public administration academics and association leaders from ASPA, NASPA and NIGP meet to advance development and adoption of public procurement-specific university curriculum

2nd Annual NIGP Chapter Leadership Symposium

- 55 chapter leaders
- 15 NIGP Board members

CHAPTER ANNIVERSARIES

- 35 Years
  - Maryland Public Purchasing Association, Inc.
  - Mid-Tennessee Public Purchasing Association
  - Midwest Association of Public Procurement

- 30 Years
  - New York State Association of Municipal Purchasing Officials

- 25 Years
  - Atlantic Public Purchasing Association
  - California Chapter
  - Dallas Ft. Worth Metroplex
  - Kentucky Public Procurement Association
  - Southeast Florida Chapter

- 15 Years
  - Delaware Public Purchasing Association, Inc.

- 10 Years
  - Mid-Florida Chapter of NIGP
  - North Florida Procurement Association
  - North Louisiana Chapter NIGP
  - Utah Chapter of NIGP

HIGHEST PERCENTAGE INCREASE of Chapter Members

Small Chapters (0-100)

- Idaho Public Purchasing Association, Inc. Chapter of NIGP - 61% increase
- North Florida Procurement Association of NIGP 32% increase
- Midwest Association of Public Procurement Chapter of NIGP – 7% increase

Medium Chapters (101-200)

- Tennessee Association of Public Purchasing Chapter of NIGP – 39% increase
- East Tennessee Purchasing Association Chapter of NIGP – 35% increase
- Southeast Texas Association of Public Purchasing Chapter of NIGP – 29% increase

Large Chapters (201-350)

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

Extra Large Chapters (351+)

- Carolinas Association of Governmental Purchasing Chapter of NIGP – 34% increase
- Oklahoma Association of Public Procurement, Inc. Chapter of NIGP - 32% increase
- Maryland Public Purchasing Association, Inc. Chapter of NIGP – 14% increase

HIGHEST PERCENTAGE INCREASE of NIGP Members

Small Chapters (0-100)

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

Medium Chapters (101-200)

- Columbia Chapter of NIGP – 87%
- Tennessee Association of Public Purchasing Chapter of NIGP – 78%
- Dallas Ft. Worth Metroplex Chapter of NIGP – 78%
- Missouri Association of Public Purchasing Chapter of NIGP – 67%

Large Chapters (201-350)

- Georgia Chapter of NIGP – 96%
- Illinois Association of Public Procurement Officials, Inc. Chapter of NIGP – 84%
- Central Florida Chapter of NIGP – 80%

Extra Large Chapters (351+)

- Virginia Association of Governmental Purchasing, Inc. Chapter of NIGP – 86%
- Arizona State Capitol Chapter of NIGP – 71%
- Southeast Florida Chapter of NIGP – 70%
## Member Agency Demographics

<table>
<thead>
<tr>
<th>TOTAL</th>
<th>Percentage of Membership</th>
</tr>
</thead>
<tbody>
<tr>
<td>City</td>
<td>875</td>
</tr>
<tr>
<td>County</td>
<td>537</td>
</tr>
<tr>
<td>State</td>
<td>493</td>
</tr>
<tr>
<td>Other</td>
<td>436</td>
</tr>
<tr>
<td>K-12</td>
<td>335</td>
</tr>
<tr>
<td>Higher Ed</td>
<td>291</td>
</tr>
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</table>

## Individual Member Demographics

<table>
<thead>
<tr>
<th>TOTAL</th>
<th>Percentage of Membership</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total member individuals</td>
<td>14,894</td>
</tr>
<tr>
<td>Male</td>
<td>5,222</td>
</tr>
<tr>
<td>Female</td>
<td>9,672</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>Ethnicity</th>
<th>TOTAL</th>
<th>Percentage of Membership</th>
</tr>
</thead>
<tbody>
<tr>
<td>Caucasian</td>
<td>10,094</td>
<td>68%</td>
</tr>
<tr>
<td>African American</td>
<td>2,647</td>
<td>18%</td>
</tr>
<tr>
<td>Hispanic/Latino</td>
<td>1,025</td>
<td>7%</td>
</tr>
<tr>
<td>Other</td>
<td>594</td>
<td>4%</td>
</tr>
<tr>
<td>Asian American</td>
<td>354</td>
<td>2%</td>
</tr>
<tr>
<td>Native American</td>
<td>181</td>
<td>1%</td>
</tr>
</tbody>
</table>