Meeting Date/Time: Monday, September 28, 2009 @ 2:00 PM Eastern
Meeting Location: Teleconference
Dial-In Information: Dial (866) 777-0485 – Conference Code 7368900
Chairman: Paul Brennan, CPPO, CPPB, C.P.M.
Board Secretary: Rick Grimm, CPPO, CPPB

NIGP’s Mission

Develop, support and promote the public procurement profession through premier educational and research programs, professional support, and advocacy initiatives that benefit members and constituents.

AGENDA ITEM ACTION TAKEN
1. Call to Order and Roll Call of Board Members
   President Brennan called the meeting to order at 2:05 p.m.
   
   **Board Members in Attendance:**
   Paul Brennan, CPPO, C.P.M. – President
   Ken Koester, CPPO, C.P.M., A.P.P. – First Vice President
   Stephanie Creed, CPPO, CPPB – Second Vice President
   Bobbi Matthews, CPPO, CPPB – Third Vice President
   Kirk Buffington, CPPO, C.P.M. – Immediate Past President
   Mike Bevis, CPPO, C.P.M.
   Dave Davis, CPPO
   DeWight Dopslauf, CPPB, C.P.M., A.P.P.
   Kathy Elgin, CPPO, CPPB
   Marcheta Gillespie, CPPO, C.P.M., CPM
   Keith Glatz, CPPO
   Ed Grant, CPPO, CPPB, RPPO
   Judy Meisel, CPPO, CPPB
   Gord Sears, CPPB
   Sandra Wright, CPPB
   
   **Staff Present:**
   Rick Grimm, CPPO, CPPB
   Tina Borger, CPPO
   Carol Hodes, CAE
   Brent Maas
   Carrie Raw, CMP
   Belinda Reutter, CMP, CAE
   Juanita Sims
   Erik Steffan, MCP
2. Opening Comments from the NIGP President

Paul Brennan gave brief overview of the CAPA Chapter event and the IFPSM World Summit he attended as NIGP's President.

3. Environmental Scan by the Board: Key Issues affecting constituencies, members, chapter affiliates, governmental entities

Kirk Buffington mentioned that the state of Florida continues to struggle with furloughs and layoffs.

Stephanie Creed mentioned that, during her recent visit to the Middle Tennessee Chapter, members were struggling with their decision to fund chapter v. national memberships and suggested that the Institute give consideration to a single, dual membership that would incorporate both national and chapter membership into single dues.

Kathy Elgin indicated that VAGP is dealing with the same issues and would appreciate receiving a copy of a document that explains the benefits/value that chapter affiliates receive when paying their chapter assessments to the national office. Rick Grimm agreed to send a copy of this document to Kathy.

Sandra Wright mentioned that seminar scheduling conflicts are occurring between the smaller and larger chapters in Georgia. She indicated that she is working with local representatives to coordinate this effort.

Marcheta Gillespie mentioned that, during her recent visit to the Utah Chapter, there was a noticeable involvement by students. She also mentioned that the chapter is looking for creative funding options.

Judy Meisel mentioned that the three Missouri Chapters are considering helping the new Iowa chapter with scholarship funding.

Ed Grant stated that he attended a recent event for CFOs and he believes that the national financial outlook for 2010 is looking better based on statistics. He mentioned that continued improvement is expected for 2011.

4. Appointment of NIGP Treasurer

Verbal status report by Ken Koester.

“...move to appoint Edmund Grant, CPPO, CPPB, RPPO as NIGP’s Treasurer effective September 28, 2009 through June 30, 2011 in order to fill the unexpired term of Chris Klein as recommended by the Governance Committee;

Further, and in accordance with this appointment which results in a vacancy of the Region II Representative position on the NIGP Board of Directors, to direct

Ken Koester provided an update on the discussions within the Governance Committee. He mentioned that the Committee wants the Treasurer to “hit the ground running” in these difficult economic times and noted that the Committee favored the appointment of Ed Grant due to his past experience as NIGP’s Treasurer and his professional work as the Chief Financial Officer for Cape May County.

Ken moved the motion; seconded by Gord Sears. The motion carried.
the Governance Committee to begin its process for recruiting eligible candidates to serve the remaining term of Ed Grant as the Region II Representative through June 30, 2010.”

5. Discussion on Funding Board Travel to Meetings: Modification to NIGP Board Policy

Verbal report by Ken Koester.

Ken Koester mentioned that the Governance Committee discussed the issue of funding Board travel and considered the use of the Board discretionary fund as a short-term alternative; but no official action was taken.

After some deliberation, there was general consensus among the Board to continue with the status quo which disallows the use of the discretionary fund for Board meeting travel.

Ken also updated the Board on the status of Board term renewals, noting that three directors had agreed to seek an additional term while the fourth was still seeking support from her entity.

Ken also discussed his interest in looking at a new governance model that would transition officers to at-large seats so that the regional seat can be filled by a new Board member. He mentioned that the longevity for Board members appears to be very long – as much as 10 years. Marcheta Gillespie asked if the Governance Committee had looked at the Board term models of any other organizations to get a general idea of best practices. Ken stated that this has not been done yet; however, he has some ideas and scenarios that could work.

6. Discussion on Maximizing Revenues

A. Building the Corporate Sponsorship Program

Paul Brennan stated that the Institute needs to place greater emphasis on generating new income streams. He mentioned that the Corporate Sponsor Program needs to grow and that the Board should send potential leads to staff.

Brent Maas gave an overview of the corporate sponsor program as it currently operates, touching briefly on market segments and the differentiation between premier and general sponsorships.

The Board agreed to help with providing contacts for the program in addition to the market segmentation.

ACTION: Brent Maas will send the current listing of corporate sponsors and associated market segments to the Board.

B. Revising the Member Dues Structure to Eliminate Agency Groupings

Rick Grimm provided a brief overview of the current and proposed member dues models. He mentioned that the Membership Committee decided not to consider any changes at this point. The Board concurred with the Committee’s observation that members may decide to reduce the number of covered employees under the
C. Offering an Associate Membership to Suppliers

Paul Brennan stated that the Board should consider creating an associate membership for suppliers as another way to increase revenues. There was general agreement among the Board that this option should be studied further; with emphasis on clarifying the value proposition to both the supplier and NIGP.

Paul agreed to establish a task force and sought involvement by one or two Board members. Kirk Buffington and Mike Bevis agreed to serve. Stephanie Creed suggested that the task force include a representative from Region 6 where supplier relationships are contentious.

Due to time constraints, this item was deferred to the Fall 2009 Board agenda.

D. Engaging the UPPCC Governing Board on Requiring Continuing Education Credits from Accredited Bodies for Certification and Re-certification

proposed scenario based on current economic conditions. Once the economic conditions improve, the Board may decide to look at this option again; possibly in 2011 with an effective date of FY12.

Due to time constraints, this item was deferred to the Fall 2009 Board agenda.

7. Other Board Initiatives and Charges

8. Adjournment

Kirk Buffington moved for adjournment; seconded by DeWight Dopslauf. The motion passed and the meeting was adjourned at 3:10 p.m.