## NIGP Board of Directors

**Meeting Date/Time:** Friday, August 23, 2013 at 3:00 PM Eastern  
**Meeting Location:** Orlando World Center Marriott  
Chicago/Denver Room  
World Center Marriott Orlando, Florida  
**Chair:** Marcheta Gillespie CPPO, CPPB, C.P.M., CPM  
**Board Secretary:** Rick Grimm CPPO, CPPB

### NIGP’s Mission: Develop, support and promote the public procurement profession.

<table>
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<tr>
<th>AGENDA ITEM</th>
<th>ACTION TAKEN</th>
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<tbody>
<tr>
<td>1. Call to Order</td>
<td>President Gillespie called the meeting to order at 3:05 pm Eastern.</td>
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<td>2. Roll Call of Board Members and Welcome to Guests</td>
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**Board Members in Attendance:**  
Marcheta Gillespie CPPO, CPPB, C.P.M., CPM – President  
Don Buffum, CPPO - 1st Vice President  
DeWight Dopslauf, CPPO, CPPB, C.P.M. - 2nd Vice President  
Keith Glatz, CPPO, FCPM, FCPA - 3rd Vice President  
Bobbi Matthews CPPO CPPB – Immediate Past President  
Ron Blendermann, CPPO, CPPB - Region 1  
George Nader CPPO – Region 2  
Joan Graham, CPPO, CPPB - Region 3  
Bill Lindsey, CPPO, C.P.M. – Region 4  
Charles Smith, MBA, CPPO, CPPB - Region 5  
Jack Adger, CPPO, CPPB - Region 6  
Keith Ashby CPPO – Region 10  
Nelson Park, CPPO, CPPB - Region 12  
Lisa Buitenhuiz, C.P.P. – Region 13

**UPPCC Governing Board in Attendance:**  
David Gragan, CPPO - Vice Chair  
Mike Bevis, CPPO, JD, CPSM, C.P.M., PMP - Board Secretary  
Jean Clark, FNIGP, CPPO, CPPB, C.P.M., CPM - Treasurer  
Kevin Beardsley, CPPO, CPPB - Member Representing NIGP  
Monica Wilkes, CPPO, CPPB - Member Representing NASPO  
Steve Gordon, FNIGP, CPPO, Ph.D. - Academic Advisor  
Ann Peshoff, CAE, CMP - Program Director
3. Dialogue with the UPPCC Governing Board  
3:00 PM to 4:00 PM

A. Review of the Strategic Plans from both organizations

(1) NIGP Plan *(Marcheta Gillespie)*
(2) UPPCC Plan *(Norma Hall)*

NIGP President Marcheta Gillespie and UPPCC Vice Chair David Gragan provided an overview of their respective organizations highlighting the similarities in strategic plans.

Two-part positioning for certification requirements was addressed with regard to marketing and expanding an emphasis to include the finance and human resource managers. Additionally, a greater awareness in Canada of the UPPCC and targeting the ongoing state certification will take a precedence. It was agreed that integration of the certification requirement as part of state certification is to be evaluated.

It was further agreed the organizations should take a step back and address how to serve the overall profession on a more united basis.

B. Discussion on market trends and anticipated growth in both programs (UPPCC’s certification and NIGP’s education)

David Gragan reminded everyone that NASPO is part of the process. It was agreed that based on everyone’s collective notes, decide what the next steps are and present the ideas to both groups.

C. Reflection and direction for the NIGP/UPPCC partnership

(1) What are our mutual expectations?

It was an overall agreement that the two organizations are in alignment and enjoy a good relationship.

(2) How can each organization help achieve mutual goals?

It was agreed to target public administration graduates/universities to include public procurement as part of their requirements.

(3) What is working well and what could be improved?

UPPCC has rewritten CPPO/CPPB definitions and the ethics code and is looking forward to comments from NIGP.

(4) What is the role of NIGP’s representatives (or other stakeholders) in facilitating or communicating issues between the two bodies?

It needs to be determined whether the representatives are governing separately.

It was agreed that Marcheta Gillespie, David Gragan, Ann Peshoff, and Rick Grimm will continue the discussion further and will engage NASPO’s Executive Director, Jack Gallt, in the conversation.

The NIGP Board of Directors concluded its meeting with the UPPCC and recessed at 4:00 pm Eastern.
NIGP Official Board Meeting Convenes

The meeting reconvened at 4:15 pm Eastern.

**Guests joining the meeting:**
Ray Burnett, FNIGP, CPPO
Ron Watkins, CPPO
Dave Davis, CPPO

4. Approval of Minutes from the July 18, 2013 Board Meeting

Don Buffum moved to approve the minutes of the July 18, 2013 Board of Directors meeting as prepared by staff, seconded by Keith Ashby. Motion carried.

5. Verbal and Progress Reports

A. Status of Initiatives Related to the NIGP Strategic Plan

Rick Grimm provided an update on the progress of the strategic plan. Each of the initiatives is underway and proceeding as planned.

B. Status of FY13 Special Funding Projects

Brent Maas provided an update on the global projects (CIPS), indicating NIGP is within days of completing all aspects of the funded project.

C. Preliminary FY13 Year-End Close: KPIs and Financials

Rick Grimm provided an overview of the year end highlighting
- Actual revenue ~$500k more than budgeted.
- Approximately 50% is based on consultancy, not budgeted
- Budget was based on 2012 figures and classrooms/students have increased
- Net $280k more than budgeted.
- A/R is 95% current

6. Board Discussions

A. Update on the Work of NIGP 2.0

President Gillespie provided an overview of the framework being developed for the governance task force, NIGP 2.0. Having developed a focus of core functions, NIGP 2.0 will now consider the requisite credentials and/or background for each function.

It was agreed this methodology is a sound basis toward recommending an optimal governance structure.

B. Research on Use of Per Diem by Associations and Recommendations By Legal Counsel

DeWight Dopslauf motioned to follow the advice of legal counsel and not permit alcohol as part of an allowable per diem expense, seconded by Keith Ashby. Motion carried.

C. Creation of Professional Buyer’s Day (or) Procurement Professional Day

The Board agreed not to take action on the creation of a professional day.

7. Board Actions

A. Legislative & Position Committee Position Papers

(1) Position Paper - Best Value in Government Procurement

(2) Position Paper - Negotiation: Lost Art or Core Competency?

Don Buffum moved to adopt the Best Value and Negotiation Position Papers developed and recommended by the Legislative and Position Committee and to direct the CEO to publish and promote said papers, seconded by Keith Glatz. Motion carried.
B. Consolidation of Professional Development and Research Committees into a Single Knowledge Management Committee

Jack Adger moved to consolidate the Professional Development and Research Committees into a single Knowledge Management Committee and to direct the CEO to modify Section IV of the Board Policy Manual to reflect this consolidation, seconded by Keith Ashby. Motion carried.

8. New Board Business

Nothing new

9. Closing Comments

President Gillespie appreciated everyone's dedication and shared wishes for a happy Forum.

10. Empowering the Executive Committee

Keith Ashby moved to empower the Executive Committee to take future actions on behalf of the Board of Directors prior to its next scheduled meeting on September 19, 2013, seconded by DeWight Dopslauf. Motion carried.

11. Adjournment

Don Buffum moved to adjourn the meeting, seconded by Keith Glatz. The meeting adjourned at 5:30 pm Eastern.