FY2016 NIGP Governing Board

BOARD OFFICERS

CHAIR
Jack Adger, CPPO, CPPB

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

TREASURER
Taylor Adams, CPPO

SECRETARY
Rick Grimm, CPPO, CPPB

DIRECTORS

Jeff Cobb, C.P.M., PMP
Thought Leader

Keith Glatz, CPPO, FCPM, FCPA

Cheral Manke, CPPO, CPPB

Molly McLoughlin, CPPO, CPPB

Stephanie Osborn
Thought Leader

William Shields, Jr.
Thought Leader

Miriam Singer, CPPO

Carrie Woodell, MPA, CPPO, CPPB, CFCM, C.P.M., A.P.P.

FINANCE COUNCIL
Taylor Adams, CPPO – Chair/Governing Board Treasurer
Kate Rotella, CPPO – Vice Chair
Robert Behr – Thought Leader
Ben Calia, CPPB
Lisa Marie Cummins, CPPB, MBA – Young Professional Designee
James Foley, CPPO, CPPB
David Keen – Thought Leader
Lisa Mehalko, CPPB, CPSM, CGAP
Glenn O’Steen, CPPO, MBA
Nicole Kmeta Rogers, CPPB
Steve Siesser – Thought Leader

MEMBER COUNCIL
Cheral Manke, CPPO, CPPB – Chair
Kevin Yin, CPPB – Vice Chair
Tara Acton, CPPO - Young Professional Designee
Lisa Evans, C.P.P.
Amy Flack, CPPO, CPPB
Beth Fleming, CPPO, CPSM, C.P.M.
Joan Graham, CPPO, CPPB
Amanda Greer, CPPO, CPPB – Young Professional Designee
Ginny Justiniano, CPPB – Chair, Chapter Ambassadors
William Lindsey, CPPO, C.P.M.
Zulay Milan, CPPO, CPPB, FCCM – Young Professional Designee
Denise Schneider, CPPO, CPPB, C.P.M.

TALENT COUNCIL
Carrie Woodell, MPA, CPPO, CPPB, CFCM, C.P.M., A.P.P. – Chair
Danielle Hinz, CPPO, C.P.M. – Vice Chair
Keith Ashby, CPPO
Peggy Hoffman – Thought Leader
Arthur Moore, Jr., CPPO, CPPB
Russell Pankey, CPPO, CPPB
Charles Henry Smith, Jr., CPPO, CPPB, MBA
Gregory Spearman, CPPO, CFCM
Theresa Webb, CPPO, CPPB, CPSM, C.P.M.
Aaron Wolowiec, MSA, CAE, CMP, CTA – Thought Leader
Rick Grimm, CPPO, CPPB - NIGP CEO
# NIGP STATEMENT OF FINANCIAL POSITION
## June 30, 2017 and 2016

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$3,109,968</td>
<td>$2,800,523</td>
</tr>
<tr>
<td>Investments</td>
<td>$2,185,851</td>
<td>$2,042,372</td>
</tr>
<tr>
<td>Accounts receivable, net</td>
<td>$400,809</td>
<td>$251,355</td>
</tr>
<tr>
<td>Prepaid expenses and other assets</td>
<td>$175,840</td>
<td>$212,581</td>
</tr>
<tr>
<td>Inventory</td>
<td>$43,952</td>
<td>$41,007</td>
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<tr>
<td>Property and equipment, net</td>
<td>$553,623</td>
<td>$682,478</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$6,474,043</td>
<td>$6,030,316</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Liabilities and Net Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Liabilities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$529,031</td>
<td>$356,501</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>$2,480,503</td>
<td>$2,420,741</td>
</tr>
<tr>
<td>Deferred rent</td>
<td>$262,597</td>
<td>$185,648</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>$3,272,131</td>
<td>$2,962,890</td>
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<tr>
<td>Net assets:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td>$3,193,306</td>
<td>$3,038,657</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>$8,606</td>
<td>$28,769</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td>$3,201,912</td>
<td>$3,067,426</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
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<tbody>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td>$6,474,043</td>
<td>$6,030,316</td>
</tr>
</tbody>
</table>

*NIGP’s Form 990 is available upon request. Email executive @nigp.org.*
PROFESSIONAL DEVELOPMENT

14,827 Students
- 3,856 Classroom
- 833 Online
- 10,138 Webinar Students

New Marketing Automation Software – Act-On – automated renewal process; increase member personalization and engagement

New Educational Offerings
Online Courses
- Introduction to Specifications
- Certificate in Business Communications
- Certificate in Finance Essentials
- Certificate Innovative & Critical Thinking
- Certificate in Leadership
- Communicating Collaboratively
- Creativity in Teams and Organization
- Effective Business Writing
- Effective Negotiations
- Effective Public Speaking
- How to Read a Financial Statement
- Introduction to Business Statistics
- Introduction to Critical Thinking
- Introduction to Leadership
- PMP9-Intro to Project Risk Mgmt
- Leading and Managing Change
- Leaders and Life/Work Balance
- PMP1-Introduction to Project Mgmt
- PMP10-Project Procurement Mgmt
- PMP3-Project Scope Management
- PMP11-Project Stakeholder Mgmt
- Time Management
- Time Value of Money and Risk
- Understanding & Manage Budgets

Face-to-Face Course
- Practical Specification Writing

174 New CPPBs
56 New CPPOs

EVENTS

302 Educational Events

Forum 2016, National Harbor, MD
- 962 Registrants

3rd Annual Academic Symposium. A facilitated event focused on identifying the critical public procurement topics to be included in a higher education curriculum, and an examination of successful internship and new staff development programs.

2017 Leadership Development Symposium
- 63 chapter attendees representing 47 chapters
- 17 chapter ambassadors
- 8 talent council members

Chapters Hosting five or more Face-2-Face Courses
- Central Florida
- Central Ohio Organization of Public Purchasers
- Greater Miami
- Kentucky Public Procurement Association
- Maryland Public Purchasing Association
- Mississippi Association of Governmental Purchasing and Property Agents
- Oregon Public Purchasing Association
- Rocky Mountain Governmental Purchasing Assoc.
- South Carolina Association of Governmental Purchasing Officials
- Virginia Association of Governmental Purchasing (hosted 16)

PROCUREMENT RESOURCES

NIGP Guide
- The Public Procurement Guide for Elected and Senior Government Officials
NIGP Position Paper

- Maintaining Procurement Principles as Technology Advances

Global Practices

- Information Technology
- Public-Private Partnership (P3): Facilities and Infrastructure
- The Place of Public Procurement within the Entity

NIGP Code

- 30 new or upgraded subscriptions including Standard, SiteWide and Private
- Added 5 Crosswalk licenses
- Added 3 noteworthy private firms: IBISWorld, Bonfire, Lockheed Martin

MEMBERSHIP

15,348 Individual Members
2,585 Member Agencies

Top 10 Agency Members

- State of Illinois Procurement - 360 individuals
- New York City Human Resources Administration - 213 individuals
- Texas Department of Transportation - 125 individuals
- Miami Dade County Internal Services Department - 112 individuals
- New York State Office of General Services - 110 individuals
- Iowa Department of Administration Services - 90 individuals
- District of Columbia Office of Contracting and Procurement - 86 individuals
- City of Columbus - 82 individuals
- Commonwealth of Kentucky, TRi-Cabinet - 80 individuals
- City of Austin FSD Purchasing - 70 individuals

Top five states in terms of individuals holding Membership

- Florida - 1,799 members
- Texas - 1,339 members
- Virginia - 1,097 members
- New York - 823 members
- California - 747 members

Five Largest Chapters

- VAGP (Virginia) - 1,000
- SCAGPO (South Carolina) - 627
- OPBA (Ontario) - 620
- MAGPPA (Mississippi) - 609
- RMGPA (Colorado) - 554

THE INSTITUTE

NIGP Business Council

- New White Paper, The Supplier-Practitioner Relationship: Adding Value to Procurement

Governance

- Advocate for the comprehensive value and role of public procurement utilizing multiple channels.

MILESTONES

Member Agency Anniversaries

Celebrating 60 Years
- Virginia Department of Transportation
- Virginia Department of General Services

Celebrating 55 Years
- Baltimore County, Maryland
- City of Rockford, Illinois
- City of Salisbury, Maryland
- Old Dominion University, Virginia
- City of West Palm Beach, Florida
- Tulsa Public Schools ISD #1, Oklahoma

Celebrating 50 Years
- Hillsborough County Department of Procurement Services, Florida
- City of Aurora, Illinois
Celebrating 45 Years
- Village of Glenview, Illinois
- Kauai County, Hawaii
- City of Wilmington, Delaware
- City of Allentown, Pennsylvania

Celebrating 40 Years
- State of Idaho – Division of Purchasing, Idaho
- St. Lucie County, Florida
- Township of Sparta, New Jersey
- City of Lake Charles, Louisiana
- Shelby County Government, Tennessee
- City of Hollywood, Florida
- City of Scottsdale, Arizona
- City and Borough of Juneau, Alaska
- Maricopa County Community College District, Arizona
- City of Greenville, Texas
- City of Oneonta, New York
- City of Bowling Green, Kentucky
- Pulaski County, Arkansas
- Wicomico County, Maryland
- Coconino County, Arizona
- State of Mississippi, Mississippi
- City of Kansas City, Missouri
- Hanover County, Virginia
- Alachua County Board of Commissioners, Florida
- City of Naples, Florida
- Village of Elk Grove, Illinois
- City of Charlottesville, VA
- Beaufort County, South Carolina
- City of Cheyenne, Wyoming
- Manatee County, Florida
- District School Board of Pasco County, Florida
- Arlington County Public Schools, Virginia
- City of Yuma, Arizona
- Albermarle County, Virginia

Celebrating 35 Years
- Great Lakes Water Authority, Michigan
- City of Kingsport, Tennessee
- City of Albuquerque, New Mexico
- Maryland Department of Transportation, Maryland
- South Carolina Department of Natural Resources, South Carolina
- City of Houston Finance Department, Texas
- University of Maryland at College Park, Maryland
- King County, Washington
- City of Winter Park, Florida
- City of Hurst, Texas
- City of Grand Prairie, Alberta
- Prince William County, Virginia
- City of Kingsville, Texas
- Jefferson County Public Schools, Colorado
- City of Cortez, Colorado
- Medical University of South Carolina, South Carolina
- City of Chesapeake, Virginia
- Placer County, California
- City of Columbia, South Carolina

Celebrating 30 Years
- Dallas Area Rapid Transit, Texas
- City of Fort Smith, Arkansas
- Kentucky Department of Parks, Kentucky
- City of Beaumont, Texas
- Virginia Beach City Public Schools, Virginia
- City of Valdosta, Georgia
- St. Vrain Valley School District, Colorado
- City of Lee's Summit, Missouri
- Muscogee County School District, Georgia
- Orange County, Texas
- Pellissippi State Community College, Tennessee
- School Board of Broward County, Florida
- City Utilities of Springfield, Missouri
- City of La Porte, Texas
- Eau Claire City/County Purchasing, Wisconsin
- Calcasieu Parish Police Jury, Louisiana
- City of Roswell, Georgia
- Kentucky Transportation Cabinet, Kentucky
ACHIEVEMENTS for NIGP FY2017

- Texas Department of Transportation, Texas
- County of Lexington, South Carolina
- Philadelphia School District, Pennsylvania
- Morris County, New Jersey
- Kansas City Police Department, Missouri
- University of Mary Washington, Virginia
- Spokane County, Washington
- New Castle County, Delaware
- Charleston Commissioners of Public Works, South Carolina
- Dakota County, Minnesota
- Gloucester County, Virginia
- South Florida Water Management District, Florida
- Miami Dade College, Florida
- Florida Department of Financial Services, Florida
- Austin Community College District, Texas
- City of Topeka, Kansas
- City of Punta Gorda, Florida
- City of Las Cruces, New Mexico
- Knoxville Utilities Board, Tennessee
- Columbia Public School District, Missouri
- City of Port St. Lucie, Florida
- Hall County Board of Commissioners, Georgia
- Delaware River Port Authority, New Jersey
- City of Steamboat Springs, Colorado
- Miami Dade School Board, Florida
- Prince William County Public Schools, Virginia
- Lee County Board of Commissioners, Florida
- Comal County, Texas
- Multnomah County Purchasing, Oregon

Celebrating 25 Years
- City of Shreveport, Louisiana
- City of Rome, Georgia
- City of St. Joseph, Missouri
- Rockford Park District, Illinois
- City of Mount Dora, Florida

- Portsmouth City Public Schools, Virginia
- Narragansett Bay Commission, Rhode Island
- Central Ohio Transit Authority, Ohio
- Santa Rosa County School Board, Florida
- Mohave Educational Services Cooperative, Arizona
- Athens Clarke County Unified Government, Georgia
- Polk County Sheriff’s Office, Florida
- Texas Department of Housing & Community Affairs, Texas
- Mississippi Insurance Department, Mississippi
- Clean Water Services, Oregon
- County Technical Assistance Center University of Tennessee, Tennessee
- City of Urbana, Illinois
- Multnomah Education Service District, Oregon
- Seminole County, Florida
- Southwest Florida Water Management District, Florida
- New York City Department of Sanitation, New York
- Montgomery College, Maryland
- City of Gresham, Oregon
- City of Dothan, Alabama
- Montgomery County Government, Maryland
- New York City Department for the Aging, New York
- County of Horry, South Carolina
- Baltimore City Community College, Maryland
- Northern Virginia Community College, Virginia
- Forest Preserve District of DuPage County, Illinois
- Town of Davie, Florida
- Mississippi Forestry Commission, Mississippi
- Metropolitan Pier and Exposition Authority, Illinois
Chapter Anniversaries

Celebrating 45 years
- Michigan Public Purchasing Officers Association

Celebrating 40 years
- Arizona State Capitol Chapter
- Illinois Association of Public Procurement Officials
- Missouri Association of Public Purchasing
- Northern New Jersey Chapter
- Southern New Jersey Chapter

Celebrating 30 years
- East Tennessee Purchasing Association
- Central Florida Chapter
- Greater Miami Chapter
- Rocky Mountain Governmental Purchasing Association

Celebrating 15 years
- Cascadia Chapter
- Northern California Chapter
- Sarasota Bay Chapter

Celebrating 10 years
- Grand Canyon Chapter

Highest percentage of chapter members also belonging to NIGP

Small membership (less than 100 members)
- Sarasota Bay Chapter - 96%

Medium membership (101-200 members)
- Columbia Chapter - 80%

Large membership (201-350 members)
- Illinois Association of Public Procurement - 90%

Extra-Large membership (351 or more members)
- Southeast Florida Chapter - 71%

Highest percentage of membership growth

Small membership (less than 100 members)
- Sarasota Bay Chapter - 36%

Medium membership (101-200 members)
- East Tennessee Purchasing Association - 13%

Large membership (201-350 members)
- Central Ohio Organization of Public Purchasers - 48%

Extra-Large membership (351 or more members)
- Mississippi Association of Governmental Purchasing and Property Agents - 17%
Agency Member Demographics

<table>
<thead>
<tr>
<th>TOTAL</th>
<th>Percentage of Membership</th>
</tr>
</thead>
<tbody>
<tr>
<td>City</td>
<td>757</td>
</tr>
<tr>
<td>County</td>
<td>473</td>
</tr>
<tr>
<td>State</td>
<td>379</td>
</tr>
<tr>
<td>Other</td>
<td>431</td>
</tr>
<tr>
<td>K-12</td>
<td>290</td>
</tr>
<tr>
<td>Higher Ed</td>
<td>255</td>
</tr>
</tbody>
</table>

Total agencies 2,585

Individual Member Demographics

<table>
<thead>
<tr>
<th>TOTAL</th>
<th>Percentage of Membership</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total individuals</td>
<td>15,348</td>
</tr>
<tr>
<td>Male</td>
<td>4,758</td>
</tr>
<tr>
<td>Female</td>
<td>8,595</td>
</tr>
<tr>
<td>No Data</td>
<td>1,995</td>
</tr>
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</table>

Ethnicity

<table>
<thead>
<tr>
<th>Ethnicity</th>
<th>TOTAL</th>
<th>Percentage of Membership</th>
</tr>
</thead>
<tbody>
<tr>
<td>Caucasian</td>
<td>10,591</td>
<td>69%</td>
</tr>
<tr>
<td>African American</td>
<td>2,609</td>
<td>17%</td>
</tr>
<tr>
<td>Hispanic/Latino</td>
<td>1,074</td>
<td>7%</td>
</tr>
<tr>
<td>Other</td>
<td>1,074</td>
<td>7%</td>
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