



ANNUAL REPORT FY2017



# 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, CPPO, 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, CPPB - 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 Millan, 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, FCCM  
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

	2017	2016
<b>Assets</b>		
Cash and cash equivalents	\$3,109,968	\$2,800,523
Investments	\$2,185,851	\$2,042,372
Accounts receivable, net	\$400,809	\$251,355
Prepaid expenses and other assets	\$175,840	\$212,581
Inventory	\$43,952	\$41,007
Property and equipment, net	\$553,623	\$682,478
<b>Total Assets</b>	<b>\$6,474,043</b>	<b>\$6,030,316</b>
<b>Liabilities and Net Assets</b>		
Liabilities:		
Accounts payable and accrued expenses	\$529,031	\$356,501
Deferred revenue	\$2,480,503	\$2,420,741
Deferred rent	\$262,597	\$185,648
<b>Total Liabilities</b>	<b>\$3,272,131</b>	<b>\$2,962,890</b>
Net assets:		
Unrestricted	\$3,193,306	\$3,038,657
Temporarily restricted	\$8,606	\$28,769
<b>Total net assets</b>	<b>\$3,201,912</b>	<b>\$3,067,426</b>
<b>Total Liabilities and Net Assets</b>	<b>\$6,474,043</b>	<b>\$6,030,316</b>

\*NIGP's Form 990 is available upon request. Email executive @nigp.org.

## ACHIEVEMENTS for NIGP FY2017

### 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

**3<sup>rd</sup> 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*

## ACHIEVEMENTS for NIGP FY2017

### 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



## ACHIEVEMENTS for NIGP FY2017

### **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
- 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

### **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



## ACHIEVEMENTS for NIGP FY2017

- New York City Office of the Comptroller, New York
- Douglas County Government, Colorado
- Regional Municipality of Wood Buffalo, Alberta
- North Shore Water Reclamation District, Illinois
- St. Charles Community College, Missouri
- City of Round Rock, Texas
- City of Huntsville, Texas
- City of Dania, Florida
- State of Louisiana, Louisiana
- Washington County, Pennsylvania
- Kissimmee Utility Authority, Florida
- Warren County, Mississippi
- City of Bradenton, Florida
- City of Largo, Florida
- City of Pascagoula, Mississippi
- New York City Board of Elections, New York
- Lake Metroparks, Ohio

### 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%



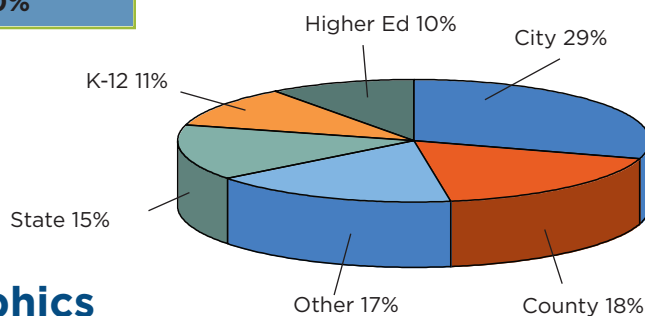


## DEMOGRAPHICS

### Agency Member Demographics

	TOTAL	Percentage of Membership
City	757	29%
County	473	18%
State	379	15%
Other	431	17%
K-12	290	11%
Higher Ed	255	10%

Total agencies 2,585



### Individual Member Demographics

	TOTAL	Percentage of Membership
<b>Total individuals</b>	<b>15,348</b>	<b>100%</b>
Male	4,758	31%
Female	8,595	56%
No Data	1,995	13%
<b>Ethnicity</b>		
Caucasian	10,591	69%
African American	2,609	17%
Hispanic/Latino	1,074	7%
Other	1,074	7%

