



ANNUAL REPORT FY2018

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FY2018 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 Mathes, 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 Mathes, 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, 2018 and 2017

	2018	2017
Assets		
Cash and cash equivalents	\$3,848,374	\$3,109,968
Investments	\$2,306,187	\$2,185,851
Accounts receivable, net	\$371,476	\$400,809
Prepaid expenses and other assets	\$222,548	\$175,840
Inventory	\$42,134	\$43,952
Property and equipment, net	\$449,888	\$553,623
Total Assets	\$7,293,107	\$6,474,043
Liabilities and Net Assets		
Liabilities:		
Accounts payable and accrued expenses	\$599,113	\$529,031
Deferred revenue	\$2,696,520	\$2,480,503
Deferred rent	\$267,137	\$262,597
Total Liabilities	\$3,562,770	\$3,272,131
Net assets:		
Unrestricted	\$3,720,505	\$3,193,306
Temporarily restricted	\$9,832	\$8,606
Total net assets	\$3,730,337	\$3,201,912
Total Liabilities and Net Assets	\$7,293,107	\$6,474,043

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

ACHIEVEMENTS for NIGP FY2018

PROFESSIONAL DEVELOPMENT

13,907 Students

- 3,981 Classroom
- 1,442 Online
- 8,484 Webinar Students

New Educational Offerings

Online Courses

- 10 instructor-led virtual classroom sessions
- Launched 15 new on-demand products
- 76 on-demand, self-paced modules offered
- Relaunched LMS as Aspire which resulted in a 33% increase of users in the system
- Developed partnership with ASPA

EVENTS

253 Educational Events

Forum 2017, Salt Lake City, Utah

- 1124 Registrants
- 231 Exhibitors
- 32,000 net sq. ft. exhibit space

2018 Leadership Development Symposium

- 73 chapter member attendees representing 52 chapters
- 17 chapter ambassadors
- 8 talent council members

Chapters Hosting five or more Face-2-Face Courses

- Maryland Public Purchasing Association
- Kentucky Public Procurement Association
- Virginia Association of Governmental Purchasing, Inc.
- South Carolina Association of Governmental Purchasing Officials
- New York City Department of Citywide Administrative Services
- Greater Miami

- Central Ohio Organization of Public Purchasers
- Atlantic Public Purchasing Association
- Rocky Mountain Governmental Purchasing Association
- Ontario Public Buyers Association, Inc.
- Southeast Florida
- Washington State
- Public Purchasers Association of Northern Ohio, Inc.
- Oregon Public Purchasing Association, Inc.
- Mississippi Association of Governmental Purchasing and Property Agents Idaho Public Purchasing Association, Inc.
- Florida Association of Public Procurement Officials, Inc.
- Dallas Ft. Worth Metroplex
- Columbia Chapter
- Arizona State Capitol
- Wisconsin Association for Public Procurement
- The Port Authority of NY & NJ
- Tampa Bay Area
- Sarasota Bay
- Minnesota Chapter
- Mid America Council of Public Purchasing
- Iowa Public Procurement Association, Inc.

PROCUREMENT RESOURCES

NIGP Research Reports

- *2017 Public Procurement Benchmark Survey Report*
- *The Challenges, Benefits and Best Practices of Effectively Adopting ERP Systems: A Procurement Perspective*

Global Practices

- *Information Technology (IT) Series No. 2 - Software*
- *Audits*
- *Invitation for Bids (IFB) aka Invitation to Tender (ITT)*
- *Update The Evaluation Process*
- *Qualifications-Based Selection for Architectural & Engineering Services*

ACHIEVEMENTS for NIGP FY2018

MEMBERSHIP

15,588 Individual Members
2,623 Member Agencies

Top 10 Agency Members

- State of Illinois Procurement - 369 Individuals
- Iowa Department of AdministraCon Services - 190 Individuals
- New York City Human Resources AdministraCon - 173 Individuals
- Texas Department of TransportaCon - 151 Individuals
- Miami Dade County Internal Services Department - 140 Individuals
- New York State Office of General Services - 113 Individuals
- District of Columbia Office of contracCng and Procurement - 101 Individuals
- City of Austin FSD Purchasing - 72 Individuals
- City of Columbus - 72 Individuals
- New York City Department of Health - 67 Individuals

Top five states in terms of individuals holding Membership

- Florida - 1,815 members
- Texas - 1,350 members
- Virginia - 1,105 members
- New York - 927 members
- California - 761 members

Five Largest Chapters

- VAGP (Virginia) - 1,232
- OPBA (Ontario) - 826
- SCAGPO (South Carolina) - 653
- MAGPPA (Mississippi) - 646
- SAMPO (New York) - 626

MILESTONES

Member Agency Anniversaries Celebrating 70 Years

- City of Coral Gables, Florida
- City of Hartford, Connecticut
- City of Norfolk, Virginia

Celebrating 65 Years

- City of Norwich, Connecticut
- Maricopa County, Arizona
- Village of Winnetka, Illinois

Celebrating 60 Years

- Virginia Department of General Services
- Virginia Department of Transportation - Central Office

Celebrating 55 Years

- City of Independence, Missouri
- City of Tulsa, Oklahoma
- Metropolitan Government of Nashville - Davidson County, Tennessee

Celebrating 50 Years

- City of Tampa, Florida
- Corporation of the City of Kitchener, Ontario
- St. Louis Community College, Missouri

Celebrating 45 Years

- City of Atlantic City, New Jersey
- City of Columbus, Ohio
- Collier County Board of Commissioners, Florida
- Dekalb County, Georgia
- Somerset County, New Jersey
- State of Missouri Division of Purchasing

ACHIEVEMENTS for NIGP FY2018

Celebrating 40 Years

- Arapahoe County, Colorado
- Chesterfield County, Virginia
- City of Alexandria, Virginia
- City of Bellevue, Washington
- City of Dallas, Texas
- City of Danbury, Connecticut
- City of Kalamazoo, Michigan
- City of Melbourne, Florida
- City of Milwaukee, Wisconsin
- City of Mobile, Alabama
- City of New Smyrna Beach, Florida
- City of Park Ridge, Illinois
- City of Petersburg, Virginia
- City of Saint John, New Brunswick
- City of Suffolk, Virginia
- City of Tacoma, Washington
- Cleveland Metroparks, Ohio
- Colorado State Purchasing Office
- Harford Community College, Maryland
- Harford County Government, Maryland
- James Madison University, Virginia
- Little Rock Water Reclamation Authority, Arkansas
- Louisiana State University A&M College
- Louisville Metro Housing Authority, Kentucky
- Mississippi Valley State University
- Montgomery County Public Schools, Maryland
- Province of New Brunswick
- State of South Carolina, Division of Procurement Services
- Warren County, New Jersey
- Wyoming Department of Transportation

Celebrating 35 Years

- City of Annapolis, Maryland
- City of Chandler, Arizona
- City of Danville, Virginia
- City of La Junta, Colorado
- City of Lakewood, Ohio
- City of Savannah, Georgia
- City of Wichita, Kansas
- Clark County, Washington
- College of Charleston, South Carolina

- Jefferson Parish, Louisiana
- Leon County School Board, Florida
- Milwaukee Public Schools, Wisconsin
- Mississippi Department of Human Services
- Pinellas County Sheriff's Office, Florida
- Township of Wayne, New Jersey
- West Valley City Corporation, Utah

Celebrating 30 Years

- Alachua County School Board, Florida
- Albuquerque Public Schools, New Mexico
- Blount County, Tennessee
- Cape May County Municipal Utility Authority, New Jersey
- Carroll County Public Schools, Maryland
- Charleston County School District, South Carolina
- City of Brampton, Ontario
- City of Dublin, Ohio
- City of Emporia, Kansas
- City of Hagerstown, Maryland
- City of Miramar, Florida
- City of Ocean City, New Jersey
- City of Pensacola, Florida
- City of Rockwall, Texas
- City of Toronto, Ontario
- City of Vero Beach, Florida
- City of Winchester, Virginia
- County of San Diego, California
- Fairfax County Park Authority, Virginia
- Halifax Regional Municipality, Nova Scotia
- Las Vegas Convention & Visitors Authority, Nevada
- Loxahatchee River Environmental Control District, Florida
- Macon Water Authority, Georgia
- Ocean County Utilities Authority, New Jersey
- Port of Vancouver, Washington
- School District of Osceola County, Florida
- School District of Palm Beach County, Florida
- St. Mary Parish Government, Louisiana
- St. Mary's College of Maryland
- State College Borough, Pennsylvania



ACHIEVEMENTS for NIGP FY2018

- Teacher Retirement System of Texas
- Texas Health and Human Services Commission
- Texas Tech University Health Sciences Center
- Town of Manchester, Connecticut
- Virginia Department of Behavioral Health and Development Services
- Virginia Information Technologies Agency (VITA)
- Western Suffolk BOCES, New York

Celebrating 25 Years

- Alaska Department of Transportation & Public Facilities
- Boone County Fiscal Court, Kentucky
- Broward County Sheriff's Office, Florida
- Cherry Creek School District #5, Colorado
- Chippewa Valley Schools, Michigan
- City of Costa Mesa, California
- City of Edmonton, Alberta
- City of Frankfort, Kentucky
- City of Gainesville, Georgia
- City of Green Cove Springs, Florida
- City of Greenville, South Carolina
- City of Gulf Shores, Alabama
- City of Harrisonburg, Virginia
- City of Hopewell, Virginia
- City of Manassas, Virginia
- City of Medicine Hat, Alberta
- City of Ocoee, Florida
- City of Plano, Texas
- City of Santa Clarita, California
- City of Seattle, Washington
- City of Tamarac, Florida
- City of Troy, Michigan
- City of Westfield, Massachusetts
- Clayton County, Georgia
- Columbus Metropolitan Library, Ohio
- County of Ulster, New York
- Delaware-Chenango-Madison-Otsego BOCES, New York
- Florence County, South Carolina
- Hamilton County, Tennessee
- Henry County, Virginia
- Louisville Water Company, Kentucky
- Maryland State Highway Administration
- Maryland Transportation Authority
- Metroplan, Arkansas
- Metropolitan Transportation Authority, New York
- Mississippi Department of Agriculture and Commerce
- Nashville Electric Service, Tennessee
- New York State Office of the Comptroller
- New York State Teachers Retirement System
- North Charleston Sewer District, South Carolina
- Oklahoma County, Oklahoma
- Roseburg Public Schools, Oregon
- Routt County, Colorado
- Snohomish County, Washington
- South Whitehall Township, Pennsylvania
- Southeastern Louisiana University
- St. Charles Parish President's Office, Louisiana
- St. Johns River Water Management District, Florida
- State of Ohio
- Texas A&M University - Corpus Christi
- Thompson School District R2-J, Colorado
- Tidewater Community College, Virginia
- University of Houston - Downtown, Texas
- Valdosta State University, Georgia
- Village of Oak Brook, Illinois



ACHIEVEMENTS for NIGP FY2018

Chapter Anniversaries

Celebrating 40 years

- Capital Area Purchasing Association
- Louisiana Chapter
- Ontario Public Buyers Association
- Virginia Association of Governmental Purchasing

Celebrating 35 years

- Copper Chapter
- Kansas Association of Public Purchasing Professionals
- Mid-America Council of Public Purchasing
- Tallahassee Area Chapter

Celebrating 30 years

- Governmental Procurement Association of Georgia
- Tennessee Association of Public Purchasing

Celebrating 25 years

- Assiniboia Chapter
- Southeast Texas Association of Governmental Purchasing

Celebrating 20 years

- New Mexico Public Procurement Association
- NIGP - New York Chapter

Celebrating 15 years

- Carolinas Association of Governmental Purchasing
- Central Gulf Coast Chapter
- Washington State Chapter

Celebrating 10 years

- Iowa Public Purchasing Association

Chapters with Most Institute Covered Members

- VAGP (Virginia) - 719
- SCAGPO (South Carolina) - 342
- RMGPA (Colorado) - 337
- OPPA (Ontario) - 323

Chapters with Largest Percentage of Institute Covered Members

- Sarasota Bay - 92%
- DFW - Metroplex - 89%
- Idaho Chapter - 82%
- Columbia Chapter - 81%
- Washington State - 81%
- MPPA - 80%
- Midwest Chapter - 80%
- IAPPO - 80%

Chapters with Largest Growth in Members

- El-Paso-Del Norte - 74%
- Sarasota Bay - 27%
- OPBA - 21%
- Assiniboia - 10%
- VAGP - 7%
- GA - 3%

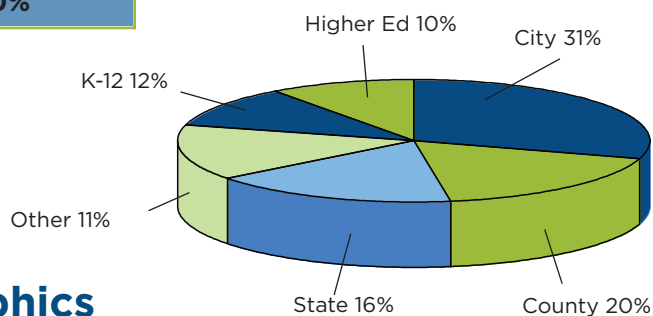


DEMOGRAPHICS

Agency Member Demographics

	TOTAL	Percentage of Membership
City	813	31%
County	524	20%
State	420	16%
Other	288	11%
K-12	315	12%
Higher Ed	263	10%

Total agencies 2,623



Individual Member Demographics

	TOTAL	Percentage of Membership
Total individuals	15,588	100%
Male	5,456	35%
Female	10,132	65%
Ethnicity		
White	10,591	69%
African American	2,609	17%
Hispanic/Latino	1,074	7%
Other	1,074	7%

