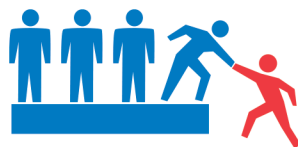




ANNUAL REPORT

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*Advancing
Public
Procurement
Through
**Leadership,
Excellence,
and
Integrity.***





LEADERSHIP

NASPO Members,

I am proud to represent our association at this time. NASPO is completing a notably strong program year in which we developed a new strategic plan to direct our path for the future.

Our strategic goals—which we have summarized as Leadership, Excellence, Engagement, Professional Development and Awareness—are the result of focused deliberation and consideration by the Board of Directors. To streamline processes and decision-making, we instituted Board Champions this year. Each Board member oversees an aspect of strategic planning such as public relations, conferences, or governance. Creating this level of ownership gives each goal and objective the tailored support and advocacy needed to succeed.

Throughout this document, you'll see highlights of the strategic goals as well as some of the tangible actions already made toward accomplishing them.

The breadth of programs, services, conferences, and professional development opportunities that NASPO currently offers is a true testament to our role as the leader in state government public procurement. Collaboration among all those invested in NASPO's prosperity was paramount in coming so far so soon. We have accelerated NASPO's output through empowerment of our committees. Our highly skilled NASPO staff members offer consistent support in achieving our shared priorities.

A great deal of thanks is owed to each member who has dedicated time and energy to participating on a committee, responding to a survey, attending a conference, and answering posts on the NASPO Network. Your participation—large and small—is what serves to drive the association forward.

As you review the NASPO Annual Report, I hope you'll share my satisfaction with a successful program year and confidence in a bright future for our professional association.

Thank you,

Deb Damore
NASPO President

VALUES

✦ LEADERSHIP

✦ ETHICS & INTEGRITY

✦ KNOWLEDGE

✦ TEAMWORK

✦ COLLABORATION

✦ PARTNERING

Our mission is to help our members achieve success as public procurement leaders in their states through promotion of best practices, education, professional development, research, and innovative procurement strategies.

GOAL: Align our human and financial resources to support organizational sustainability, proactive planning, and growth.

2014-2015 BOARD OF DIRECTORS



Deb Damore
State of Vermont
President



Paul Mash
State of Utah
President-Elect
Member Engagement Champion



Dean Stotler, CPPO
State of Delaware
Past President
Professional Development
Champion



Carol Wilson
State of Connecticut
Finance Chair
Financial Sustainability Champion
Investment Committee
Joint Audit Committee



Jeff Brownlee
State of Michigan
Director at Large
Awareness Champion



Bill Burns
State of Idaho
Director at Large
Stakeholder Relations Champion



Jim Butler
State of California
Director at Large
Governance & Oversight
Champion
Governance Task Force



Michael Jones
State of Alabama
Director at Large
Conferences & Meetings
Champion



Dianne Lancaster
State of Oregon
Director at Large
Life & Honorary Member
Relations Champion
Life & Honorary Member
Relations Task Force



Mark Lutte, CPPO
State of Maine
Director at Large
Innovation Champion



Larry Maxwell
State of New Mexico
Director at Large
Regional Relations Champion



Christine Warnock,
CPPO, CPPB
State of Washington
Director at Large
Research Champion

COMMITTEE LEADERSHIP

Annual Conference Committee: Michael Jones (Alabama), Chair;
Monica Ritchie, CPPB (Mississippi), Vice Chair

Cronin Awards Committee: Sam Byassee (North Carolina), Chair;
Jane Benton (Honorary), Vice Chair

Emerging Issues Committee: Mark Lutte, CPPO (Maine), Chair;
Bill McAvoy (Massachusetts), Vice Chair

Green Purchasing Committee: Christine Warnock, CPPO, CPPB
(Washington), Chair; Jonathan Rifkin, CPPB (D.C.), Vice Chair

Nominations & Resolutions Committee: Greg Smith (Nevada), Chair

Marketing Meeting Committee: Michael Jones (Alabama), Chair;
Tom Mayer, CPPO, CPPB (Alaska), Vice Chair

Mazzone Award Task Force: Gary Lambert (Massachusetts), Chair

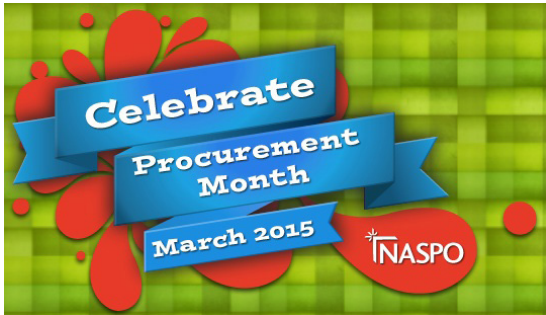
Professional Development Committee: Dean Stotler, CPPO
(Delaware), Chair; Dianne Lancaster (Oregon), Vice Chair

Strategic & Intergovernmental Relations Committee: Bill Burns
(Idaho), Chair; Jason Soza, CPPO, CPPB (Alaska), Vice Chair





ASSOCIATION EXCELLENCE



NASPO Joined the Celebration!

March is the nationally recognized month honoring governmental purchasing professionals and procurement practices. In 2015, NASPO joined the celebration launching a Twitter campaign #celebrateprocurement, providing states with a Celebrate Procurement Month Proclamation template, promoting relevant resources, and featuring a celebratory break during the Marketing

Meeting. NASPO is privileged to serve talented procurement professionals dedicated to the success of public procurement in state government!

AMR's Strong Support Continues

AMR is the management company for operational and organizational support of NASPO. AMR is committed to providing specialized personnel, integrated services, and access to association best practices. The Board provides ongoing feedback to AMR regarding its quality of leadership and performance to ensure the association's needs are met. The 2015 AMR survey highlighted the Board's strong satisfaction with executive leadership, staff support, strategic direction, and meeting member needs.

AMR Receives High Marks In 2015

Overall Satisfaction
From NASPO Leaders

3.71

(on a 4.0 scale)

NASPO Staff Growth

As our initiatives and programs grow, staffing levels to support the association increase accordingly. We welcome our new staff members to the NASPO team.

Services Coordinator: **Courtney McCarty**
Education Coordinator: **Sarah Steele Roar**
Programs Coordinator: **Molly Marsh**
Policy Analyst: **Matt Oyer**

Online Learning Management System
Coordinator: **Jessica Whitehead**
NASPO Interns: **Tamara Gould** and **Jinhai Yu**

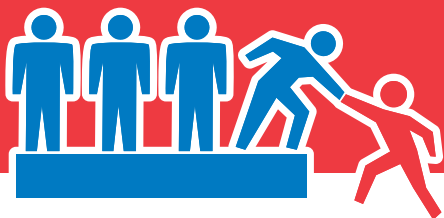
NASPO fulfills strategic initiatives utilizing committees and task forces formed by the President. **BOARD CHAMPIONS** were introduced by the President this past year to monitor and report on progress and serve as committee chairs or liaisons to a committee.

COMMITTEES oversee and administer programs and services. **TASK FORCES** are formed to carry out specific missions or address timely issues.

A new initiative to create annual **CHARTERS** for these groups to outline and guide activities has proven successful in achieving targets and meeting deadlines.

GOAL: Build an exceptional professional public procurement association.





MEMBER ENGAGEMENT

NASPO Conferences Provide In-Person Networking Opportunities

“Always a wonderful program. Ability to network once a year with old friends and colleagues makes it worthwhile.” –Annual Conference, 2014

“NASPO does an outstanding job with each event to accommodate all participants. The level of planning and execution is noticeable and appreciated. Everyone seems to find value and have a good time.” –Marketing Meeting, 2015

“The most valuable aspects in these conferences are the networking capabilities and to see what your peers find successful in their state, so you can leverage a similar solution.” –Eastern Regional Conference, 2015

“Forging a professional friendship with others in the procurement field provides such excellent sources for help and builds a good solid foundation of knowledge.” –Southern Regional Conference, 2015

Membership by the Numbers as of July 1, 2015

STATE
MEMBERS

1,205

LIFE
MEMBERS

23

HONORARY
MEMBERS

21

ASSOCIATE
MEMBERS

10



The **NASPO Network** is a professional online community designed for members to communicate and collaborate with peers on procurement related issues. Communities in the NASPO Network expanded this past year to house member communications regarding committees and even NASPO ValuePoint contract sourcing teams. Member Central was developed to provide access to member resources formerly located on the NASPO website.

Professional Development Funds

One of the great benefits of NASPO membership is access to NASPO professional development funds. Each state can utilize these funds to invest in training, education and implementing procurement best practices. The Board revised the policy and submission process this past year to better articulate how these funds may be utilized, provide greater transparency, and enhance the ability to track usage.

Cronin Awards for Procurement Excellence

We took promotion of the Cronin finalists to the next level this past year by not only hosting webinars for the membership, but also writing articles about each of our finalists and placing them in our monthly NASPO Bulletin. This further recognizes our finalists, and spreads the word to our members about new innovative ideas they too might want to employ in their states.

Professional Development Fund by the Numbers

2015 Budget

\$1,040,000

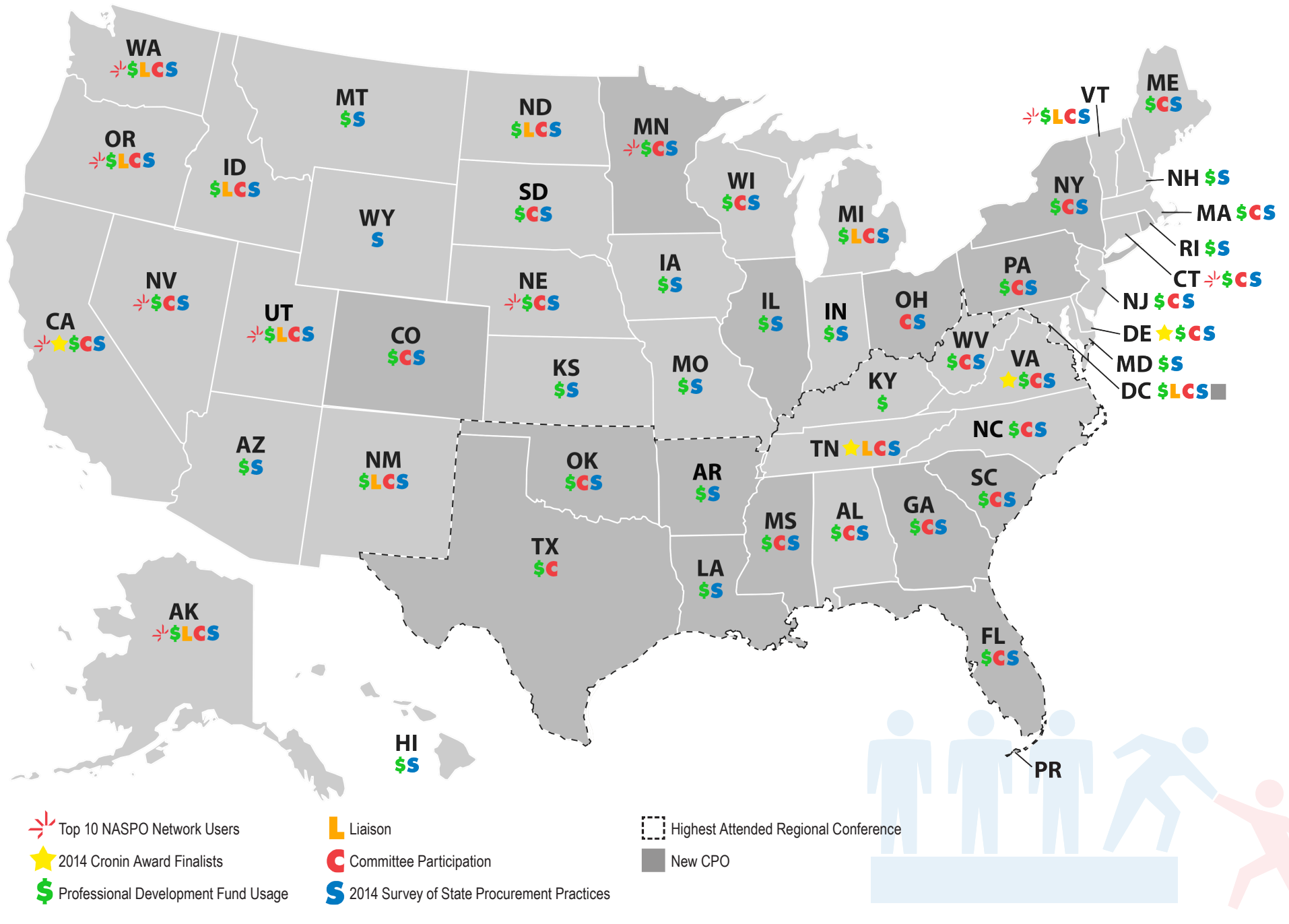
2014 Spend

\$758,066

2013 Spend

\$345,630

GOAL: Deliver timely and relevant member services, programs, and technical assistance through engagement and collaboration.





INFLUENCE & AWARENESS

THE SOCIAL SCENE



Most popular pages on
naspo.org

1. Homepage
2. State Profiles
3. Future Events
4. White Papers & Issues Briefs
5. Procurement University



Twitter followers:

375

Month with most new followers:

March (44)

Top media Tweet

Earning 877 impressions

Top media Tweet earned 877 impressions

For Procurement Month check out the NASPO Green Purchasing Guide!!!
naspo.org/green/ #celebrateprocurement
pic.twitter.com/xu8DxJWl0A



LinkedIn Group Members:

579



Top Viewed Videos

1: eVA Mobile apps

152 views

2: Procurement U

49 views

3: Innovation in Facilities Management

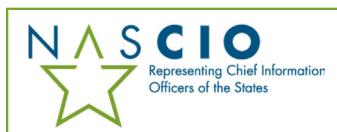
42 views



GOAL: Influence states and other stakeholders on public procurement issues and policies.

Voice of State Procurement

NASPO accepted speaking invitations to the following:



- September 2014: **NASCIO Alliance Panel**
- October 2014: **NASCA Institute on Management & Leadership**
- December 2014: **NGA Roundtable**
- January 2015: **NASCIO IT Procurement Modernization Committee**
- February 2015: **Governing Institute State Procurement Summit**
- February 2015: **Puerto Rico's Expo Suplidores de Gobierno (Suppliers Marketing Government)**
- April 2015: **NASCIO Cloud Procurement Panel**
- May 2015: **SPLC Summit on Green Purchasing**

NASCA & NASPO Topical Roundtable 2015

NASCA and NASPO collaborated with Harvard's Leadership for a Networked World to host a roundtable event focused on eProcurement and Shared Services. Forty-eight Chief Administrators and Chief Procurement Officers participated in pairs at the inaugural event held in Washington, D.C., on May 5-6, 2015. Later, NASPO and NASCA jointly released "Pathways to Value: Shared Services and E-Procurement" and facilitated two supporting webinars.

NASPO In The News

- Governing Voices
- National Procurement Institute Newsletter
- Associations Now
- GovTech • Techwire • StateTech



Advances In Legislative & Regulatory Tracking

NASPO unveiled a new Bills and Regs Tracker available to members only through the NASPO Network. The tool allows members to review procurement-related state and federal legislation in real-time and features bill summaries sortable by state or topic. NASPO also published quarterly reports with trends analysis.



PROFESSIONAL DEVELOPMENT

Worth The Read!



Procurement University Unveiled

NASPO Procurement University is a multi-faceted professional development platform designed to assist state procurement officials and staff in building their skills, knowledge, and professional practice. The Professional Development Committee and supporting work groups worked diligently this past year to develop this strategic resource. A preliminary course, Current Issues in Public Procurement, was offered for optional training at NASPO's regional conferences and participants provided favorable evaluations. Procurement U will officially launch courses this fall.

GOAL: Create and promote innovative strategies in education and professional development.

National Certification

6 CPPO recipients (78 total)

6 CPPB recipients (119 total)



NASPO increased certification awareness to support members' efforts to become certified. Exam preparation resources were developed in conjunction with Universal Public Procurement Certification Council (UPPCC) and study groups were added within NASPO's online learning management system. The State Certification Program Toolkit is also being developed to assist states in creating their own state certification program or to enhance their existing program.

NASPO Piloted State Procurement Training Course

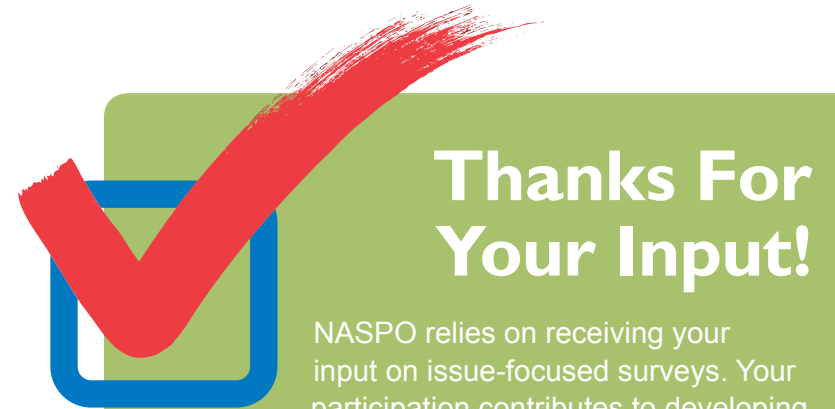
With funding support from NASPO, Chemeketa Community College and the State of New Mexico partnered to complete a state procurement training course. A team of professionals designed, developed, and delivered a customized training course based on UPPCC's 6 Bodies of Knowledge and NASPO's publication, State & Local Government Procurement: A Practical Guide.

NASPO Funds Academic Research

NASPO seeks to strategically position itself as the leader in state public procurement. This past year, NASPO supported funded research on IT communication failures and best value in cooperative contracts, both of which will be released this fall. Funding academic research on policy provides members and stakeholders with relevant information impacting the procurement field.

Intern Program Launched

NASPO developed a beta program for interns interested in a future career in procurement. The first two interns, hailing from Old Dominion University and the University of Kentucky, were placed at NASPO headquarters and received ten weeks of hands-on instruction alongside association staff.



Thanks For Your Input!

NASPO relies on receiving your input on issue-focused surveys. Your participation contributes to developing valuable resources, like the Top 10 Focus Areas for State Procurement and NASPO's most comprehensive body of knowledge, the Survey of State Procurement Practices, which originally launched in 1949. NASPO strives to provide comprehensive data representative of the nation and your partnership on survey feedback makes that possible. Your input and perspective make a difference!



