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ValuePoint Staff |

Promote government excellence by delivering superior procurement solutions for the benefit of the public.
NASPO members,

Since 2017, your NASPO Board of Directors has taken momentous steps to increase independence and member ownership of your association. The first giant step in this journey began in January 2018, when NASPO internalized many of its programs and services.

In January 2019, NASPO took another leap of faith by internalizing the remaining core functions, including the program development and execution of NASPO’s signature conferences and events. Likewise, the NASPO ValuePoint Management Board and the NASPO Board of Directors determined the time was ripe to embark on a new model of alignment and shared services between the two organizations, merging into a single entity while maintaining the individual authority of both boards over its respective areas.

In March 2019, ValuePoint hired its first Chief Operations Officer, charged with overseeing the day-to-day operations of your co-op. The ongoing alignment of ValuePoint as a division of NASPO brings even better cooperative contracts and services to you, our NASPO members.

To ensure long-term financial sustainability, in November 2019 the NASPO Board of Directors voted to designate a portion of the organization’s unrestricted net assets to establish endowments that support professional development, procurement certification, operations, public procurement asset improvement and ValuePoint legal defense. This action will provide support for programs, projects, members, and initiatives that enable NASPO to fulfill its mission and reach its goals.

In service,

Lindle Hatton, PhD

CEO NASPO | ValuePoint
MEMBERSHIP

BY THE NUMBERS*

1,761
STATE MEMBERS

24
ASSOCIATE MEMBERS

34
LIFE MEMBERS

24
HONORARY MEMBERS

*As of December 5, 2019
The NASPO Network is a professional online community designed for members to communicate and collaborate with peers on procurement-related issues. Communities within the NASPO Network are an ideal place to ask questions, share ideas and network with your colleagues across the nation. This platform is utilized daily to share messages and resources across all 50 states and three territories.

NASPO.ORG

Visitors to NASPO.org can download NASPO’s latest publications, check out Procurement U’s current course offerings, find upcoming NASPO events and member resources, and read state member profiles. Forty-one percent of users were new to NASPO.org this year.

Aside from the homepage, the most popular pages on NASPO.org are:

- Procurement University Course Catalog: http://www.naspo.org/Procurement-University/Course-Catalog
- State Profiles Page: http://www.naspo.org/States
- NASPO Network: https://www.naspo.org/Members/Network
- NASPO Conferences and Events: https://www.naspo.org/News-Events-and-Jobs/Future-Events

CONGRATULATIONS TO THOSE WHO BECAME LIFE MEMBERS IN 2019:
Jane Benton | John Utterback | Marvin Eicholtz | Ron Bell | Voight Shealy

CONGRATULATIONS TO THOSE WHO BECAME HONORARY MEMBERS IN 2019:
Kevin Scheirer | Jenny Doherty | Stacy Gregg | Jason Soza
2019 MEMBER SATISFACTION SURVEY RESULTS

In October 2019, NASPO members in all states, in all procurement staffing roles, and from all NASPO member types were invited to share thoughts on how NASPO is doing as a member-focused professional association. The input received plays a valuable role in cultivating the focus of the association in the coming year, including conference session planning, in-person and online Procurement U training and the development of other resources available to NASPO members. Here is a snapshot of the results:

“I truly appreciate the opportunities and investments that NASPO provides for myself and my unit. The conferences, the tools, sourcing team opportunities are truly appreciated and help our state to compete with private sector companies.”

“NASPO is the institutional memory for those of us new to the duties of State CPO—we learn from your legacy knowledge.”

“The value NASPO provides its members is tremendous. Continue doing what you are doing!”

“Overall, I find NASPO to be a very valuable resource in professional growth within public procurement—particularly the trainings made available online and at conferences.”

“NASPO is a well-run organization and a wealth of knowledge.”

“NASPO provides very valuable benefits and good quality service.”
NASPO MEMBER BENEFITS

NASPO members receive myriad benefits. A few of the more notable are the NASPO Professional Development funds, NASPO ValuePoint Cooperative Education funds and NASPO Green Purchasing Technical Assistance Funds (GPTAF) available to members on an annual basis.

Professional development funds were created to provide members with access to training and education for their central procurement staff. Chief Procurement Officers are urged to use these funds to provide continued learning and development opportunities to their procurement staff. These funds can be used to cover the cost of NASPO Procurement U online courses, among other educational resources.

NASPO ValuePoint Cooperative Education funds were designed to support outreach for in-state cooperative purchasing and contracts, as well as other similar uses. NASPO ValuePoint supports states in promoting their in-state cooperative purchasing programs.

NASPO also provides Green Purchasing Technical Assistance Funds to states on an annual basis, in accordance with the budget. These funds support state green purchasing initiatives and programs, and are distributed to central procurement offices for approved projects.

NASPO MEMBER BENEFIT BROCHURE

In August 2019, a new member benefits brochure was developed to highlight the variety of trainings, resources and engagement opportunities available as a NASPO member benefit. You can download a copy of this brochure from the NASPO website. Printed copies are also available from the NASPO headquarters upon request.

BENEFITS OF PROFESSIONAL CERTIFICATION

Achieving certification as a CPPO or CPPB has many benefits for the procurement professional, the procurement office and staff, and the profession itself. In August 2019, NASPO produced this overview of UPPCC certification and all that NASPO offers to support those considering certification. Printed copies of this brochure are also available from the NASPO headquarters upon request.
Procurement U is a multi-faceted education platform provided to members of NASPO and other state government procurement professionals. Procurement U provides professional development opportunities, training, resources, publications, certification exam study support and more, all specifically tailored to meet the needs of state procurement officials and staff.

Procurement U courses are designed to provide instruction to learners at all levels of state government procurement, although other public procurement professionals (including federal, city and county government employees) may also benefit from these courses.

**IN-PERSON LEARNING**

Procurement U offers a variety of specially designed sessions and trainings, often held in conjunction with NASPO conferences.

Beginning with the Midwestern Regional Conference in May 2019 and continuing through the Western Regional Conference in November, Procurement U hosted a half-day training for each region on “Agency Relations and Customer Service,” a topic ranked by NASPO members as the top priority for state procurement in 2019.

At the 2019 NASPO Annual Conference in September, Procurement U hosted a half-day training entitled “A Seat at the Table: Central Procurement as a Strategic Leader.” This training explored strategies and practical examples to position the central procurement office as an invaluable player in the state’s strategic planning, which positions each CPO to become a strategic leader for their state. Thirty-four NASPO members attended the training, representing 16 states.

On October 9-11, 2019, Procurement U hosted a State Training Coordinators Conference (STCC) in Madison, Wisconsin. This three-day event welcomed 65 procurement training professionals representing 35 states. The focus of this year’s STCC was on the sharing of training materials and resources amongst states. The event included opportunities to share best practices and identify areas for collaboration. Attendees engaged in interactive sessions that demonstrated instructional methodologies they could apply in their own training offerings. STCC is a bi-annual event and will be held again in 2021.
ONLINE TRAINING

Procurement U offers web-based, self-paced learning for varying skill and experience levels. NASPO members and the public can access these courses through the learning management system at any time. Usage of Procurement U continues to grow as additional courses and resources are added.

“These classes are of the highest quality and content I have found anywhere for procurement.”

— Comment received from attendee at Procurement U training

During 2018-2019, two new Procurement U courses were launched, including “Contract Administration Strategies” and “Blockchain: An Introduction for Procurement Professionals.”
UPPCC CERTIFICATION SUPPORT

NASPO is proud to be one of the founding partners of the Universal Public Procurement Certification Council (UPPCC), which manages two long-established and highly regarded professional designations for certification; Certified Public Procurement Officer (CPPO) and Certified Professional Public Buyer (CPPB).

In order to maintain complete independence and objectivity, the UPPCC has entire ownership over both of these designations. For more than 35 years, NASPO has encouraged state procurement professionals to seek certification and has actively supported UPPCC’s mission.

COURSE OFFERINGS FOR 2018-2019

Contract Administration Strategies
Procurement 101: Foundations of Public Procurement
Introduction to Cooperative Procurement
Introduction to Service Contracts
Blockchain: An Introduction for Procurement Professionals
Millennials and the State Government Workforce
Introduction to Sole Source Procurement
Introduction to Negotiations
Introduction to Terms and Conditions
Introduction to Requests for Proposals
Market Research Strategies
Introduction to Market Research
CPPO Exam Prep Course
CPPB Exam Prep Course
Through Procurement U, NASPO offers biennial prep courses each Spring and Fall for both the CPPO and CPPB certifications. These courses include online self-study, live facilitated webinar discussions and test prep questions. In the Fall of 2019, registration for these prep courses doubled, resulting in a record number of registrants for the CPPO and CPPB prep courses.

These prep courses are offered at a discounted rate to any state procurement official who is preparing for a UPPCC exam. For more information, visit [https://www.naspo.org/Procurement-U/Certification](https://www.naspo.org/Procurement-U/Certification).

NEW PRACTICAL GUIDE RELEASED

In July 2019, NASPO released the third edition of “State and Local Government Procurement: A Practical Guide.” This publication is the culmination of two years of work by NASPO staff and members. First published in 2008 and updated in 2015, the 2019 edition is an indispensable reference tool for both new and experienced government procurement professionals.

Keeping pace with changes in procurement trends, the third edition of the Practical Guide has several new features, including negotiations and quality assurance, as well as expanded narratives on IT procurement, procurement planning, source selection methods, evaluation of bids and proposals, sustainable purchasing and contract management.

Copies are available for purchase on the [Procurement U Learning Management System](https://www.naspo.org/Procurement-U).

The third Academic Forum was hosted May 14-16, 2019, by NASPO academic partner Oregon State University (OSU). NASPO was thrilled to take the forum to the West Coast with our partners at OSU. The 2019 Forum welcomed 70 attendees representing 24 states, eight academic institutions, a strategic partner and even a handful of students.

Academic Forum is a unique event that encourages collaboration between NASPO state members and academic partners, and highlights the work our members have done with these partners in recruitment, research and other areas. Academic Forum attendees, both from academia and state members, support NASPO’s higher education initiatives with their passion for learning and collaboration.
Academic Forum is the only NASPO event that brings together state members and academic partners to network and soak in procurement-related education. Topics at the 2019 Forum included mentorship, data analytics, academic partner collaboration and more! Speakers ranged from state procurement professionals to academics, and a few students who shared their internship experiences with the group. In addition to these general sessions, two “learning groups” facilitated in-depth discussions of the sessions and networking opportunities.

HIGHER EDUCATION INITIATIVES

Since 2016, Procurement U has been building partnerships with colleges and universities known for their top-rated Supply Chain Management programs. The goal of this effort is to elevate public procurement and attract qualified candidates to the profession by enhancing and/or creating academic curricula in public procurement while building recruitment strategies and opportunities that target students with an interest in public procurement.

Since this effort began, NASPO has entered into partnerships with Arizona State University, Chemeketa Community College, Michigan State University, North Carolina State University, Oregon State University and Pennsylvania State University. In November, NASPO added George Washington University Law School to their academic partner list. The higher education team regularly meets with our partners to strengthen these relationships.

Through scholarship funds, NASPO has supported the participation of more than 40 state members across the country in an online public procurement course at academic partner, Chemeketa Community College. In 2019, NASPO offered the second and third iterations of these mini-scholarships, enticing state members from more than two dozen states to take advantage of this continuing education opportunity. Those who completed this course received credit and continuing education credit toward UPPCC certifications.
EXECUTIVE DEVELOPMENT LEADERSHIP PROGRAM

In September 2019, NASPO co-hosted the second annual Executive Development Leadership Program for volunteer leaders with academic partner, Michigan State University.

Program facilitators covered topics ranging from current procurement challenges and key value propositions, to process and policy reflection, and talent engagement and alignment. The overarching theme of the two-and-a-half day program was “transforming the organization by breaking the status quo.” The facilitators challenged participants to think critically and to be bold in the action items they would bring back to their organizations.

“It’s amazing once you pull yourself away from the office, the clarity you have. Inspired and excited!”

—Deb Damore, Director, Vermont Office of Purchasing and Contracting
NASPO ValuePoint Board Member

NASPO INTERNSHIP PROGRAM

The NASPO internship program was created as a model to help states begin their own internship programs. This is just one avenue NASPO is supporting to help combat the workforce shortage many states are facing. Since April 2017, more than 30 students from 13 different states representing NASPO’s academic partner schools have completed the program. There will be 12 internship grants available in summer 2020.

In May 2019, NASPO released an online internship toolkit, which provides everything state procurement offices need to attract, hire, train and evaluate your procurement intern.

Is your state interested in hosting a NASPO intern? Learn more on the NASPO website.
In 2019, NASPO hosted nine major conferences, meetings and events to support our state procurement members, including:

2019 Exchange
April 9-11, Denver, CO

2019 Academic Forum
May 14-16, Corvallis, OR

2019 Midwestern Regional Conference
May 21-23, Minneapolis, MN

2019 Eastern Regional Conference
July 16-18, Portland, ME

2019 Southern Regional Conference
July 23-25, Nashville, TN

2019 NASPO Annual Conference
September 8-11, Grand Rapids, MI

2019 State Procurement Law Institute
October 7-9, Madison, WI

2019 State Training Coordinators Conference
October 9-11, Madison, WI

2019 Western Regional Conference
November 5-7, Seattle, WA

This equates to more than 1,521 attendees, speakers, special guests and staff who attended more than 141 educational sessions in 2019.
HOW’D WE DO?

“There’s no venue like the Exchange.”
—Exchange attendee

“Truly exceptional networking opportunity! Great representation from the states, and lots of opportunities to exchange information, ideas and best practices.”
—Regional Conference attendee

“Keynote was uplifting. Breakout session choices were great. Loved the ideas I could take home and use.”
—Annual Conference attendee

“This is my fifth Law Institute and they keep getting better. . . with excellent content that is relevant to my daily work.”
—Law Institute attendee
# 2019 POST-CONFERENCE SURVEY RESULTS:

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<th>Event</th>
<th>Approval Rate</th>
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<tr>
<td>ACADEMIC FORUM:</td>
<td>100%</td>
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<tr>
<td>EXCHANGE:</td>
<td>96%</td>
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<tr>
<td>LAW INSTITUTE:</td>
<td>100%</td>
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<tr>
<td>ANNUAL CONFERENCE:</td>
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<td>REGIONALS (AGGREGATED):</td>
<td>99%</td>
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- 99% of NASPO conference attendees expressed overall satisfaction.
- 95% were satisfied with the networking opportunities NASPO conferences provide.
- 88% learned new tools and strategies at NASPO conferences and events.
- 85% reported that the content and programming addressed issues most salient to their role as a state procurement professional.
“NASPO PROVIDES GREAT TOOLS THAT ADD GREAT VALUE TO MY DAY-TO-DAY OPERATION.”

“BEST KEYNOTE ADDRESS I’VE ATTENDED [AT ANNUAL CONFERENCE].”

“THIS CONFERENCE CONTAINED THE BEST RELEVANT CONTENT THAT I EVER EXPERIENCED.”

“I THOUGHT IT WAS A FABULOUS LAW INSTITUTE.”

“This year’s sessions were very applicable to my daily work.”

“I love the opportunity to network with my brothers and sisters in other states.”
NASPO continues to foster strong relationships with our many strategic and academic partners by participating in national conferences, partnering on projects of shared interest and raising the profile of state procurement. Below are some highlights of this year’s activities.

**CALIFORNIA ASSOCIATION OF PUBLIC PROCUREMENT OFFICIALS (CAPPO)**

In January 2019, NASPO President Lisa Eason, CEO Lindle Hatton and Chief Conferences and Events Officer Susan Gonzalez attended the CAPPO conference in Sacramento, California, raising awareness of Procurement U’s training offerings, specifically the CPPB and CPPO prep courses. NASPO ValuePoint also participated in the event as an exhibitor.

**GEORGIA PROCUREMENT CONFERENCE**

NASPO and NASPO ValuePoint had a great experience at the 2019 Georgia Procurement Conference. Congratulations to NASPO President Lisa Eason and all of the team at @GeorgiaDOAS on a job well done.

**NATIONAL ASSOCIATION OF STATE CHIEF ADMINISTRATORS SPRING AND ANNUAL CONFERENCES (NASCA)**

NASPO members Gary Lambert of Massachusetts and Chris Hughes of Utah participated in a panel discussion about “Innovative Procurement Trends” at the NASCA 2019 Spring Conference.
SUSTAINABLE PURCHASING LEADERSHIP COUNCIL'S ANNUAL SUMMIT (SPLC)

NASPO was excited to once again participate in the Sustainable Purchasing Leadership Council’s Annual Summit, which was held in Portland, Oregon, May 20–22. NASPO Chief Learning Officer Dianne Lancaster and Media Production Project Manager Kevin Minor represented NASPO at the event.

GOVERNING SUMMIT

Procurement U Director Jordan Henson represented NASPO at Governing’s Summit on Government Performance and Innovation in Minneapolis in July. The event kicked off with a keynote by Dr. James Johnson Jr. who noted “the new normal is certain uncertainty. Disruptive demographics are going to transform the way government works forever.”

NATIONAL ASSOCIATION OF STATE CHIEF INFORMATION OFFICERS (NASCIO)

NASPO and NASCIO came together again this year with private sector partner CompTIA to present at every NASPO Regional Conference on how to improve the IT acquisition process using the research and recommendations developed by NASPO and NASCIO since 2015.

NATIONAL INSTITUTE OF GOVERMENTAL PURCHASING (NIGP)

Procurement U’s Mariam Alabdali manned the NASPO booth at the 2019 NIGP Forum where visitors entered for a chance to win a course voucher from Procurement U.

NATIONAL CONFERENCE OF STATE FLEET ADMINISTRATORS (NCSFA)

NASPO and ValuePoint presented at the 2019 NCSFA on the value of NASPO ValuePoint contracts and the many procurement training opportunities available through Procurement U.
CONNETICUT PROCUREMENT SUMMIT

NASPO and ValuePoint were in attendance at the 2019 Connecticut Procurement Summit. NASPO Life Member Norma Hall presented a popular session on assuring success in post-award contract administration.

VIRGINIA PUBLIC PROCUREMENT FORUM

Procurement U Director Jordan Henson attended Virginia’s 2019 Public Procurement Forum in Virginia Beach in November, leading sessions that explored innovative strategies to develop talent within the procurement office.

CANADIAN PUBLIC PROCUREMENT CONFERENCE

NASPO and ValuePoint staff attended the 2019 Canadian Public Procurement Conference in Toronto in November. Deputy Chief Learning Officer Matt Oyer presented an overview of the learning opportunities available through Procurement U and the importance of continuing education.

NATIONAL PROCUREMENT INSTITUTE’S ANNUAL CONFERENCE (NPI)

Procurement U Director Jordan Henson attended NPI’s 51st Annual Conference in Las Vegas in October, where he presented a breakout session on workforce trends and developing talent through professional development opportunities, including the latest on internship and mentorship programs for the procurement office.

WISCONSIN STATE PROCUREMENT CONFERENCE

Procurement U Director Jordan Henson kicked off the Wisconsin State Procurement Conference in Madison, Wisconsin in November with a welcome, focusing on the partnership between NASPO and Wisconsin as a member state.

DC OFFICE OF CONTRACTING AND PROCUREMENT (OCP) PROCUREMENT SYMPOSIUM

In late November, NASPO and ValuePoint joined NASPO Incoming President George Schutter, CPO for the District of Columbia, for an all-day employee training event in our nation’s capital. ValuePoint’s Sarah Hilderbrand also delivered a presentation to attendees on the value of using ValuePoint contracts.
In 2019, the NASPO Research and Innovation Team released the following publications, webinars and reports.

**STATE CENTRAL PROCUREMENT OFFICIALS RANK PRIORITIES FOR 2019**

Based on a ranking from state CPOs, the **2019 Top 10 Priorities** and **Top Five Horizon Issues for State Procurement** reflect current nationwide priorities, as well as forward-looking issues that are likely to impact state procurement.

The 2019 priority list debuted three front-runners: Agency Relations and Customer Service, Continuous Improvement Methodologies and Contract Administration. Maximizing eProcurement solutions ranked fourth and measuring procurement success ranked fifth, holding steady among the top five priorities for four years running.

Utilizing business intelligence tools and advanced analytics to improve decision making for state procurement has been recognized as a top horizon issue for two years in a row. Two new items have debuted as the 2nd and 3rd horizon issues in 2019: Shared and Collaborative IT Services across the Enterprise and Moving from Supply Chain to Value Chain. IT procurement innovation and procuring emerging technologies continued to be front and center for states in 2019, as reflected by the IT-heavy list of horizon issues ranked collectively by CPOs for the past two years.

NASPO develops programs, conference sessions, research and publications around these important focus areas. Review the complete lists of top 10 Priorities and 5 Horizon Issues for 2019 on the NASPO website.
## MENTORSHIP TOOLKIT

Talent management strategies and increasing employee retention in state public procurement offices have been among NASPO’s Top 10 priorities for the past five years. Mentorship programs can be a relatively low-cost tool state procurement offices can use to attract new employees and integrate them into the office culture.

Formal mentorship programs provide employees with continuing educational opportunities and are widely known to contribute to career success. If you are thinking about implementing a mentorship program, NASPO has created the tools to help you get started.

Check out this [introductory video](#) and download a copy of the new [NASPO Mentorship Toolkit](#).

## PROCUREMENT PERSPECTIVES

### REVERSE AUCTION GUIDEBOOK

Can a reverse auction be a win-win? When is this approach appropriate and effective? In 2019, NASPO gathered information from a handful of states that have achieved notable results with their online reverse auctions in recent years. The successful implementations and state perspectives have been summarized to help others follow a roadmap to success.

This NASPO Procurement Perspectives paper consolidates examples and tips for success from Connecticut, Kentucky, Mississippi, New York and Rhode Island about what works well and when you should not use reverse auctions. The paper includes five helpful steps as a “Roadmap for Success,” including recommendations and helpful tips for suppliers and buyers.

Download a copy [here](#).

### States’ Experiences Conducting Reverse Auctions

*Source: 2018 NASPO Survey of State Procurement Practices*

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<thead>
<tr>
<th>Experience</th>
<th>Count</th>
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<tr>
<td>Have conducted a few and have future auctions planned</td>
<td>12</td>
</tr>
<tr>
<td>Have conducted a few, but have no future auctions planned</td>
<td>16</td>
</tr>
<tr>
<td>None conducted, but have future auctions planned</td>
<td>4</td>
</tr>
<tr>
<td>None conducted and no future auctions planned</td>
<td>15</td>
</tr>
</tbody>
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NASPO is proud to provide state members with hundreds of market research reports on products and services through ProcurementIQ, a leading US procurement research company. These reports cover price trends, market characteristics, negotiation questions, key RFP elements and more. ProcurementIQ provided multiple introductory and state-specific trainings to members in 2019. Learn more [here](#).

NASPO offers members complimentary access to the government contracting market intelligence solution GovWin IQ, a searchable database of historical and planned solicitations and contracts from federal, state and local governments. GovWin IQ also provides access to 1.9 million company profiles, which helps members research and qualify bidders by examining their track records in contracting with other governmental entities. Learn more [here](#).

**THE VALUE OF CENTRAL PROCUREMENT**

Have you been invited to talk to your Governor or other executive leadership in your state about the value of state central procurement?

The NASPO website has a wealth of information, including white papers and resources to help you make a case for state central procurement. Read more [here](#)!

**NASPO VIDEO LIBRARY**

In 2019, NASPO produced a variety of videos that feature NASPO members, staff and NASPO membership benefits and program offerings.

All of these videos are available for viewing on the [NASPO YouTube Channel](#).
Readership continues to grow for Procurement Pulse, NASPO’s blog that monitors emerging trends and issues in public procurement. In 2019, Procurement Pulse posted weekly blog entries and videos covering the “A Day in the Life” series, which features a behind the scenes look into the work of NASPO members, to changes made by UPPCC to broadened eligibility requirements for professional certification.

You can subscribe to Procurement Pulse to receive notifications whenever a new post is made, ensuring you never miss articles on topics that matter to NASPO members.

In 2019, NASPO produced the State Preference Repository, which provides a complete list of state bidding preferences, describing state requirements for each preference type, such as in-state/local bidders; sustainable or locally produced/manufactured commodities; and small or diverse/disadvantaged businesses.

By simply selecting a state from the dropdown list or the map, you can view a state’s preference laws and regulations. You may also download summary information for all states here.

NEW EXECUTIVE LEADERSHIP
PROCUREMENT GUIDE

This executive guide examines the strategic value of public procurement in state government. It is intended for government leaders, particularly those serving in an executive role, who seek a greater understanding of how the expertise of state procurement professionals can be leveraged to benefit citizens and add strategic value at the enterprise level.

If you would like to request printed copies, please contact the NASPO headquarters at headquarters@naspo.org
With annual spending that represents over 20 percent of the Gross National Product (GNP), public procurement has a unique position to promote the use of sustainable products that do less harm to both the environment and public health. NASPO supports the increased use of sustainable purchasing practices and other environmentally preferable goals through the availability of Green Purchasing Technical Assistance Funds (GPTAF), as well as the creation of green purchasing resources. These include the NASPO Green Purchasing Guide, webinars highlighting state initiatives and other topics surrounding sustainable procurement. These resources can be accessed here.

The GPTAF is designed to help fund green initiatives states wish to pursue. Each state’s central procurement office is eligible to apply for up to $10,000 annually to establish, implement or enhance sustainable purchasing. Check out the GPTAF page on the NASPO Network under the “Resources” tab!

**APPROVED 2019 GPTAF PROJECTS**

**NEW YORK**
New York used their GPTAF to promote the use of their Green-NY webpage. This webpage promotes the use of Environmentally Preferable Purchasing (EPP).

**NEW HAMPSHIRE**
To promote the use of EPP, New Hampshire used their GPTAF to hire a consultant to synthesize information to enrich their EPP policy and practices.

**CALIFORNIA**
California used their GPTAF to certify two employees for their Life Cycle Assessment Practitioner Certificates.

**WASHINGTON**
Using GPTAF, Washington hired an expert consultant to help create a new state EPP Guide, which will become part of the future procurement manual!

**MARYLAND**
Undergoing program design changes, Maryland used their GPTAF to identify high-impact sustainable procurement initiatives.

**MINNESOTA**
Monitoring vendor sustainability requirements was important to Minnesota, so they used their GPTAF to create an automated tool!

If you have any questions about our initiatives, reach out to us at GreenFunds@naspo.org!
The George Cronin Awards for Procurement Excellence were established to serve two purposes.

First, they seek to recognize outstanding state procurement initiatives by providing well-deserved positive attention for a state and its procurement personnel for projects that benefit the state in economy, efficiency, delivery of services or some combination of each.

Second, by calling attention to these efforts, the Cronin Awards serve as a means to disseminate and encourage adoption of these initiatives by other states. In this way, Cronin awardees and finalists create opportunities for improving the procurement function nationwide, which can multiply those initial benefits many times over.
In 2019, a proactive contract management program developed by Michigan’s Central Procurement Services achieved the Gold Award, the highest honor in the George Cronin Awards for Procurement Excellence. The award was presented on September 11 during the 2019 NASPO Annual Conference in Grand Rapids, Michigan.

Designed to ensure greater compliance by state agencies and its vendors, Michigan’s award-winning contract management program was selected by the Cronin Awards Committee for its achievements in innovation, transferability, service improvement and cost reduction.

Cronin Committee Chair Kelly Sanders of Ohio also presented to Florida the Silver Cronin Award for its submission, “Market Analysis and Procurement Strategy (MAPS).” The Bronze Award went to the State of Minnesota for its submission, “Innovation Begets Innovation: How Challenge-Based RFPs Have Been a Winning Solution for Minnesota.”

Two additional states were named finalists for this year’s Cronin Awards; the State of New York for their submission, “Online Filed Requirements System” and the Commonwealth of Massachusetts for their submission, “Excellent Data=Meaningful Analytics: Improving Vendor Report Information Management.”

The Cronin Awards annually recognize innovative and exemplary state procurement initiatives while also spotlighting the state procurement personnel who have undertaken and accomplished projects resulting in distinct benefits to their state’s economy and the efficient delivery of services. By calling attention to these efforts, the Cronin Awards seek to disseminate and encourage adoption of these initiatives by other states.

NASPO congratulates all the 2019 Cronin Awards recipients.
BRONZE AWARD
State of Minnesota
Innovation Begets Innovation: How Challenge-Based RFPs Have Been a Winning Solution for Minnesota

FINALIST
State of New York
Online Filed Requirements System

FINALIST
Commonwealth of Massachusetts
Excellent Data=Meaningful Analytics: Improving Vendor Report Information Management
NORMA HALL RECEIVES MAZZONE DISTINGUISHED SERVICE AWARD

In 1982, the NASPO Distinguished Service Award program was established to recognize ongoing exemplary service to the profession of public procurement. In 1994, the award was renamed in honor of Giulio Mazzone, of New Jersey.

A former NASPO President and the seventh recipient of the distinguished service award, Mazzone's career-long dedication to the profession, enthusiasm for public procurement, and service to NASPO and its members truly embodied the spirit of the award.

The 2019 Mazzone Award was presented to Norma Hall, a longtime NASPO member and procurement professional from the State of South Carolina. The award was presented during the Awards Celebration Dinner at the 2019 NASPO Annual Conference in September.

Hall has helped to support some of the most significant educational initiatives of NASPO, including the launch of Procurement U, the development of the State Training Coordinators Conference and the newly released 3rd edition of the Practical Guide. Since 2015, she has been a frequent presenter at NASPO conferences events and has also led trainings for other procurement organizations.

Throughout her career, Hall has held a variety of procurement leadership positions, including serving as both a member and chair of the UPPCC Governing Board; both former President and a former Board member for NIGP; and was a founding member of the National Council for Public Procurement and Contracting.

She has been an active member of her home state’s Association of Governmental Purchasing Officials since 1981, serving as its President in 1989. She has earned dual certification from UPPCC as both a CPPB and CPPO and is a Certified Public Manager, a Master Instructor and NIGP Fellow.

Congratulations, Norma!
NASPO ValuePoint is a division of NASPO offering more than 60 national cooperative purchasing portfolios covering a wide range of goods and services. These competitively bid contracts are developed and administered by multi-state sourcing teams comprised of state government procurement professionals, and solicited and awarded by a Lead State™, making NASPO ValuePoint unique among cooperatives.

Armed with the purchasing power of all 50 states, Washington D.C. and the US Territories, ValuePoint consistently offers public agencies better contracts at lower costs, focusing on value-added benefits and contractual protections that are important to state and local government agencies. In addition, ValuePoint contracts are benchmarked and audited by third-party professionals, ensuring best-in-class pricing, as well as superior terms and conditions.

There are no upfront costs or membership fees to use NASPO ValuePoint contracts. A small administrative fee is collected from ValuePoint contractors when a sale is made, which helps fund NASPO and ValuePoint operations and reimburses approved costs for states participating in the development and administration of these cooperative procurements.

A minimum of 75 percent of ValuePoint revenues generated over expenses are shared with NASPO, which, in turn, uses these funds to provide direct benefits to its members, such as:

- Supporting states’ professional development needs through a variety of online and in-person educational and training opportunities, including 12-15 conferences and events annually;
- Partnering with higher education institutions to promote the profession of public procurement, fostering the next generation of procurement professionals;
- Offering grants to support state procurement internship programs;
- Providing an annual professional development stipend of $21,200 that states use to support staff training, education and certifications, as well as attendance at procurement conferences and events;
- Supporting environmental and sustainable purchasing programs through the Green Purchasing Technical Assistance Funds;
- Engaging with strategic partner organizations to support programs with a procurement emphasis; and
- Delivering a variety of publications, webinars, market research tools and surveys as a complimentary benefit to NASPO members.
More than .90 cents of every $1 in revenue generated from administrative fees that NASPO ValuePoint shares with NASPO is used to fund public procurement educational initiatives, research and training developed with state procurement professionals in mind.

“NASPO ValuePoint contracts tremendously increases our capacity to provide state contracts to government entities.”
—2019 NASPO member survey

VALUEPOINT APPOINTS CHIEF OPERATIONS OFFICER

After a nationwide search, Sarah Hilderbrand, the former Chief Procurement Officer (CPO) from the State of Idaho, was named the first Chief Operations Officer (COO) for NASPO ValuePoint. She began her new position on March 18, 2019.

Sarah has over 20 years of experience in public procurement, serving as a purchasing officer, state contracts manager, state purchasing manager and most recently as Idaho’s CPO. Sarah is an attorney and earned her certification as a CPPO in 2007.

Sarah has served in various capacities for both NASPO and NASPO ValuePoint, including a member of the NASPO Board of Directors, member of the WSCA Management Board, vice chair of the NASPO Western Region, chair of the NASPO Law Institute Planning Committee, as well as Contract Lead for WSCA/NASPO ValuePoint Contracts.

As COO, Sarah oversees and directs day-to-day operations of ValuePoint and reports to the CEO. In addition, she leads the ValuePoint team in providing leadership, guidance, and support to state CPOs, central procurement staff and political subdivisions, as well as the procurement staff at educational institutions, suppliers, and all others seeking to understand and utilize ValuePoint contracts.
FOUR DIRECTORS AT LARGE TO JOIN THE BOARD NEXT YEAR

Roz Ingram, Director of State Purchasing and CPO for the State of Florida, was elected NASPO 2020 President-elect following a vote taken at the State Member Business Meeting during the 2019 NASPO Annual Conference in Grand Rapids, Michigan.

As President-elect, Ingram will serve on the NASPO Executive Committee and Chair the Governance and Oversight Committee, which is tasked with strengthening NASPO’s governance model and policies and ensuring NASPO’s elected leaders exercise appropriate oversight and accountability. As edits to an existing NASPO Board policy or a new Board policy are proposed, the Governance and Oversight Committee reviews and offers feedback for the Board to consider prior to approving any modifications. The term of the President-elect also provides Ingram an opportunity to study the NASPO bylaws, policies, guidelines and procedures in preparation for beginning her tenure as NASPO President in January 2021.

A frequent NASPO conference presenter and chair of the 2019 Annual Conference Planning Committee, Ingram is currently serving her second term on the NASPO Board of Directors. She has more than 28 years of state government experience and has worked in several agencies to gain her diverse knowledge of state government and best practices in procurement.

In her current position with the Division of State Purchasing, Ingram oversees the creation of state term contracts that leverage all state agency spend, as well as spend generated through cities and counties that use these contracts. The Division also provides training for Certified Contract Managers, Certified Contract Negotiators and Project Management Professionals.

Ingram has a BS in Business from Florida State University. She is also a Project Management Professional, Certified Public Manager and Florida Certified Contract Negotiator. She occasionally teaches a negotiator class and is currently vetting an updated class curriculum. You can learn more about Ingram in the Procurement Pulse “A Day In the Life” series.

During the 2019 Annual Conference State Member Business meeting, four new directors at large were also elected to the 2020 NASPO Board. Members elected to the Board include George Schutter of the District of Columbia, Kelly Sanders of Ohio, Debbie Dennis of Oregon and Jamie Schorr of Maine. These directors will serve a two-year term.
On September 16, the NASPO Board of Directors elected George Schutter of the District of Columbia as the 2019 NASPO President-elect.

Schutter is CPO for the District of Columbia, where he leads the DC Office of Contracting and Procurement, overseeing more than $5.2 billion in acquisitions for more than 78 District agencies. Appointed by DC Mayor Muriel Bowser, Schutter is charged with the overall leadership, implementation and coordination of procurement activities in accordance with the laws and regulations of DC.

Schutter has broad leadership experience in the public and private sectors, serving most recently as the CFO of TechnoServe, an international 501 (c3). Prior to that position, he served as Grant Thornton’s US Executive Director of the Middle East, North Africa and South Asia. He also served in multiple roles in the Peace Corps including the CFO, as well as Director of Contracts for global operations in 74 countries. A former Major in the US Marine Corps, Schutter served for 10 years domestically and abroad, including four years as Director of a Regional Contracting Office. He is a licensed Certified Public Accountant, Certified Professional Contracts Manager and Chartered Global Management Accountant. He holds degrees in Accounting from the Illinois Institute of Technology and an MS in Acquisitions and Contracts Management from the US Naval Postgraduate School.

As a current member of the NASPO Board of Directors, Schutter fills the vacancy of the 2019 NASPO President-elect position. The bylaws specify that a vacated officer position be filled by a current NASPO Board member. Schutter was the sole nominee and unanimously elected by the NASPO Board of Directors.

As 2019 NASPO President-elect, Schutter will assume the role of NASPO President in January 2020. Following his one-year term as President, Schutter will remain on the NASPO Board of Directors as Immediate Past President until December 31, 2021.
2019 NASPO BOARD OF DIRECTORS

OFFICERS

President
Lisa Eason
State of Georgia

Immediate Past President
Michael A. Jones
State of Alabama

President-Elect
George Schutter
District of Columbia

Secretary/Treasurer
Carol Wilson
State of Connecticut
DIRECTORS

Steve Berg
State of South Dakota

Cindy Lombardi
State of Colorado

Bob Gleason
State of Maryland

Kelly Sanders
State of Ohio

Rosalyn Ingram
State of Florida

Delbert Singleton
State of South Carolina

Peter Korolyk
State of Delaware

Vacant
2019 NASPO VALUEPOINT MANAGEMENT BOARD

OFFICERS

Chair
Valerie Bollinger
State of Idaho

Vice-Chair
Debbie Dennis
State of Oregon

Secretary/Treasurer
Meghan Holmlund
State of Montana

MEMBERS

Windy Aphayrath, Utah
Steve Berg, South Dakota
Karen Boeger, Missouri
John Chapman, Colorado
Deb Damore, Vermont
Kevin Doty, Nevada
Joan Graham, Kentucky
Mark Hayden, New Mexico
Betsy Hayes, Minnesota
Mike Howard, Oklahoma
Bonnie Kahakui, Hawaii
Chad Keech, North Dakota
Gerard MacCrossan, Texas
Cheral Manke, Washington
Devin Marquez, Connecticut
Steve Nettles, Arizona
Gregg Olivera, New Jersey
Linda Polk, Alaska
George Schutter, District of Columbia
Angela Shell, California
Pete Stamps, Virginia
Paula Tregre, Louisiana
2019 NASPO COMMITTEE LEADERSHIP

Annual Conference Committee
Chair: Roz Ingram, Florida
Vice Chair: Valerie Bollinger, Idaho

Cronin Awards Committee
Chair: Kelly Sanders, Ohio

Exchange Committee
Chair: Cindy Lombardi, Colorado

Investment Committee
Chair: Carol Wilson, Connecticut

Joint Audit Committee
Chair: Carol Wilson, Connecticut

Mazzone Award Task Force
Chair: Monica Wilkes, Life Member

Nominations Committee
Chair: Karen Boeger, Missouri

Professional Development Committee
Chair: Peter Korolyk, Delaware

2019 NASPO REGIONAL COUNCIL LEADERS

Eastern Region
Chair: Jamie Schorr, Maine
Vice Chair: Peter Korolyk, Delaware

Midwestern Region:
Chair: Steve Berg, South Dakota
Vice Chair: Tracy Diel, Kansas

Southern Region:
Chair: Mike Howard, Oklahoma
Vice Chair: Vacant

Western Region:
Chair: Meghan Holmlund, Montana
Vice Chair: Kelly Mix, Oregon
CHIEF EXECUTIVE LEADERSHIP TEAM

Lindle Hatton, PhD, Chief Executive Officer, NASPO and NASPO ValuePoint
Sarah Hilderbrand, JD, Chief Operations Officer, NASPO ValuePoint
Dianne Lancaster, JD, CPPB, CPPO, Chief Learning Officer
Jennifer Salts, CPPB, CPPO, Chief Administrative Officer
Bob Sievert, Chief Information Officer
Susan Gonzalez, MBA, Chief Conferences and Events Officer
Clinton Colliver, CPA, Controller
Megan Smyth, JD, NASPO General Counsel
Justin Kaufman, JD, NASPO ValuePoint General Counsel

NASPO STAFF

Mariam Alabdali, MA, Curriculum Specialist
Lauren Bonkowski, Financial Coordinator
Bryce Bradford, Member Engagement Coordinator
James Bregenzer, Webmaster/Developer
Lori Denhart, Research Project Manager
Olivia Frey, MS, Director of Membership Engagement and Strategic Partnerships
Priscilla Gandy, Conferences and Events Director
Samantha Gerard, Instructional Designer
Ronda Glover, Conferences and Events Coordinator
Jordan Henson, MS, Procurement U Director
Jonathan Hollinger, Business and Data Analyst
Kristine Howes, CMP, Conferences and Events Deputy Director
Kelly Kamp, MA, Graphic Design and Communications Specialist
Kelly McKown King, Education Program Manager
Rebecca Montano-Smith, Research and Innovation Director
Megan Lee, MBA, Accountant
James Mason, Systems Operations Manager
Jill Midkiff, Director of Communications
Kevin Minor, MPA, Media Production Project Manager
Elena Moreland, MPA, Senior Research Project Manager
Dominique Neel, Conferences and Events Coordinator
Matt Oyer, MPA, Deputy Chief Learning Officer
Wendy Payne, Receptionist/Administrative Assistant
Wanda Pyle, Business Operations Manager
Callie Shelley, LMS Coordinator

VALUEPOINT STAFF
Jerilyn Bailey, Cooperative Contracts Coordinator
David Boyd, Content Administrator
Richard Carlson, Contract Revenue Analyst
Teressa Caldwell, Contract Compliance Auditor
Lauren Fields, Financial and Administrative Coordinator
Ted Fosket, Cooperative Contract Coordinator
Eric Hellen, Business and Data Analyst
Jeff Holden, Cooperative Contract Coordinator
Devin Hunt, Content Administrator
Tara Larwick, Cooperative Contract Coordinator
Bart Lemmon, Supplier Development Director
Dugan Petty, Cooperative Contract Coordinator
Lee Ann Pope, Director of Administrative Services
Voight Shealy, CPM, Cooperative Contract Coordinator III
Fay Tan, IT Cooperative Contract Coordinator