REPORT TO MEMBERS

NASPO ANNUAL CONFERENCE
Leadership · Excellence · Innovation
Procurement Tabletop Exercises

NASPO EXCHANGE
Learn · Network · Partner
April 13-15, 2021

National Association of State Procurement Officials

OUR MISSION
Promote government excellence by delivering superior procurement solutions for the benefit of the public.

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Dear NASPO Members,

It has been an honor to serve as the NASPO Board President this year. As a member, I understood the value of our association through networking, professional development, and access to NASPO ValuePoint’s cooperative contracts. As President, however, I have had the privilege of seeing how our members’ work impacts the procurement profession on a national scale.

At the beginning of the year, I outlined four priorities:

- Advance CPO engagement at the statewide leadership level
- Promote technology acceptance in public procurement
- Consolidate champion and committee assignments to promote the organization’s efficiency and effectiveness
- Align NASPO ValuePoint’s leadership process with NASPO’s

Along with the other accomplishments you will see as you read through the rest of the Annual Report, we have made strides on each of these priorities.

We continue to raise public procurement’s profile with stakeholders, including engaging with our strategic partners on publications and the Procurement Tabletop Exercise that offered practical takeaways for better emergency response. We have co-authored a paper with the National Association of State Chief Information Officers (NASCIO) and the Center for Internet Security (CIS) on integrating cybersecurity into the acquisition process. We have consolidated committees to streamline work, with Board members serving as committee leaders to actively engage with the association’s work.

Additionally, in 2021, NASPO leadership proposed changing the NASPO ValuePoint Management Board structure to be more aligned with association governance best practices. After consultation with the current Management Board members, the Board of Directors approved proposed edits to the bylaws. The full membership will vote in early December to make the final decision. I hope that this re-alignment will put NASPO and NASPO ValuePoint in the best position to meet the needs of our members for years to come.

I want to thank all of our members for their incredible efforts during challenging times. From adapting to changing work environments to guiding their states through supply chain issues, the procurement office continues to be a central partner in helping the state meet its needs. Thank you also to my fellow Board members who have demonstrated a commitment to innovation and better governance on all levels. These efforts combined will put NASPO on a solid path moving forward.

I will retire from state procurement on January 31, 2022, but you will still see me at future events, and I look forward to those reunions. I also look forward to seeing the continued success of NASPO and the elevation of the public procurement profession.

Sincerely,

Rosalyn Ingram
President, NASPO
Chief Procurement Officer, State of Florida

“THE PROCUREMENT OFFICE CONTINUES TO BE A CENTRAL PARTNER IN HELPING THE STATE MEET ITS NEEDS.”
“FOR NEARLY 75 YEARS, NASPO HAS BEEN AT THE FOREFRONT IN THE ADVANCEMENT OF THE PROCUREMENT PROFESSION.

SEEING NASPO’S GROWTH MAKES ME EXCITED FOR THE FUTURE BECAUSE IT DEMONSTRATES NASPO’S ROLE AS A LEADER IN PUBLIC PROCUREMENT.”

DELBERT SINGLETON, 2021 NASPO PRESIDENT-ELECT
Director of State Purchasing and Division Director, Procurement Services, South Carolina

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<th>PRIMARY MEMBERS</th>
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<td>ASSOCIATE MEMBERS</td>
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COVID STUDY PROVIDES GUIDANCE ON PANDEMIC LESSONS

Using over 100 hours of interviews from state procurement staff, suppliers, and other state officials, in 2021, NASPO released *Assessing State PPE Procurement During COVID-19: A Research Report*. The report examines the state procurement office’s structure as a mechanism for an agile and effective response through the lens of PPE shortages and efforts to secure pandemic supplies. Our members’ honesty created a complex picture of the challenges of the pandemic and illuminated the resourcefulness of their states’ procurement staff.

The academic researchers further outlined a Maturity Model based on structure and involvement with state administration to assist states with benchmarking procurement practices to improve their emergency response.


NASPO HOSTS PROCUREMENT TABLETOP EXERCISE

In May, NASPO hosted a Procurement Tabletop Exercise that brought together over 20 different strategic partners, including state and federal officials, multiple universities, suppliers, and government associations.

The two-day exercise yielded meaningful discussion around how procurement can position itself as a leader in state government, including the relationships state procurement must cultivate and ways to demonstrate the state procurement office’s expertise in advance of need.

Using the conversation as a basis, NASPO created an After-Action Report that outlines the steps suggested and additional resources available.

“LEARNING THE LESSONS OF THE PAST POSITIONS US ALL TO IMPROVE FOR THE FUTURE. WHAT HAS COME OUT OF THE PANDEMIC IS A STRONGER ROLE FOR STATE PROCUREMENT.”

JAIME SCHORR
2021 NASPO Board Member
Chief Procurement Officer, Maine
"WITH OVER 1,500 NEW USERS FROM TEXAS AGENCIES, THE KNOWLEDGE GAINED FROM THE PROCUREMENT U GIVES BACK PROGRAM WILL BENEFIT OUR STATE FOR YEARS TO COME."

BOBBY POUNDS
State Chief Procurement Officer, Texas

PROCUREMENT U GIVES BACK MEETS STATES’ NEEDS

In March 2021, NASPO launched the Procurement U Gives Back program, offering all Procurement U foundational courses free of charge to anyone interested. Designed to give back in response to the amazing efforts by procurement staff during the first phase of the pandemic, the program proved wildly successful, eclipsing all goals established by NASPO staff. State procurement offices have used the program, but also our members have shared the opportunity with other state agencies and local procurement officials. The program was so successful that NASPO announced in Fall 2021 it will extend the program through at least December 2022.

Courses in the free offerings include Foundations of Public Procurement, Market Research, RFPs, Negotiations, Ethics, and more. Over 40 contact hours are available as part of the program.

NASPO BECOMES AN IACET ACCREDITED PROVIDER

The International Accreditors for Continuing Education and Training (IACET) has awarded NASPO the prestigious Accredited Provider accreditation. IACET Accredited Providers are the only organizations approved to offer IACET Continuing Education Units (CEUs). The accreditation period extends for five years and includes all programs offered or created during that time.

Chief Learning Officer Matt Oyer said, “Our accreditation with IACET is a demonstration of our commitment to quality adult education and high standards for all of our programs. We want to thank our staff, leadership, and membership for their efforts throughout the accreditation process. Becoming an IACET Accredited Provider demonstrates NASPO’s commitment to providing quality educational resources to the public procurement profession.”

To achieve Accredited Provider status, NASPO completed a rigorous application process and successfully demonstrated adherence to the ANSI/IACET 2018-1 Standard for Continuing Education and Training by addressing its programs’ design, development, administration, and evaluation.
STAKEHOLDER RELATIONS

STRATEGIC PARTNERSHIPS
CREATE STRONG RELATIONSHIPS

Recognizing the importance that strong relationships can play in the elevation of the public procurement profession, NASPO continues to foster strategic partnerships with organizations directly involved with public procurement and those whose members can benefit from our members’ expertise. These partnerships lead to useful conversations on both sides and positions NASPO as a leader on the membership association landscape.

NASPO joined with partner organizations this year to create publications, action reports, and present procurement information to live and virtual audiences. In turn, these organizations helped NASPO understand competing outside influences to identify ways to be more efficient in our common goals.

NASPO ADDS NEW STRATEGIC PARTNER

In 2021, NASPO finalized an agreement to add the National Association of Educational Procurement (NAEP) as a new strategic partner. This partnership brings NASPO together with 800 college and university NAEP members to facilitate relationship building and engagement with higher education. NAEP members will have access to NASPO’s educational content, including Procurement U, and we will collaborate with the organization moving forward in ways that benefit everyone involved.

GEORGE SCHUTTER, 2021 Immediate Past President
Chief Procurement Officer, District of Columbia

"NASPO’S RELATIONSHIPS WITH OTHER ORGANIZATIONS GIVES US THE ABILITY TO PROVIDE INFORMATION AND LEARN FROM THEM."

37 Strategic Partners in 2021
21 Presentations made to outside organizations
"I LEARNED SO MUCH DURING MY TIME AT THE RHODE ISLAND DIVISION OF PURCHASES AND HAVE CERTAINLY COME OUT OF IT WITH THE TOOLS I’LL NEED TO BE SUCCESSFUL IN MY CAREER MOVING FORWARD."

EMILY FISCHER, 2021 NASPO intern
Michigan State University, Class of 2022
Broad College of Business

IOWA STATE UNIVERSITY JOINS NASPO ACADEMIC PARTNERS

The Iowa State University Ivy College of Business became the eighth academic partner in 2021. With a Supply Chain Management undergraduate major, Iowa State aligns with NASPO’s other academic partners. Students at the university will be introduced to public procurement through the partnership and can participate in NASPO’s internship program.

FIVE STATES HOST NASPO INTERNS

Five state procurement offices hosted NASPO interns in 2021. Working on various projects for their state host, the interns gained valuable real-world procurement experience. The internship program is so successful that for the second time, after graduation, a NASPO intern was hired by the procurement office in which she interned.

THANKS TO OUR 2021 NASPO INTERNS!

Yonghyun Na, Intern in Alaska
Emily Fischer, Intern in Rhode Island
Mitchell Mowid, Intern in Georgia
McKenna Petack, Intern in Massachusetts
Mark Roberts, Intern in New Mexico

ACADEMIC AFFAIRS

8 Academic Partners
116 Student Members*

* A 792% growth from 2020
NASPO RETURNS TO IN-PERSON CONFERENCES & EVENTS

After a year of virtual conferences, 2021 saw the return of in-person events! Events in the early part of the year remained virtual or were hosted with limited attendance in Lexington, Kentucky. By fall, however, NASPO actively welcomed attendees to in-person events such as the Michigan State Leadership Conference, the 2021 Law Institute, and State Training Coordinators Conference.

The Annual Conference was held in Austin, Texas in September and was a welcome return to a bit of “normalcy” for our attendees. Owing to ongoing challenges, however, COVID protocols were put in place, including providing voluntary pre-test kits for those attending and on-site testing prior to departure from the conference.

Additionally, NASPO welcomed members from the international procurement community who participated in conversations around their procurement practices and engaged in an International Summit to discuss future collaboration between NASPO and the international community.

“I'M SO EXCITED TO TRANSITION BACK TO IN-PERSON EVENTS!
BEING WITH OUR NASPO FAMILY AND HAVING MEANINGFUL CONVERSATIONS IS THE REAL HIGHLIGHT OF ANY CONFERENCE.”
<table>
<thead>
<tr>
<th>Event</th>
<th>Registrants</th>
<th>Attendees</th>
<th>Conversion Rate</th>
<th>Unique Companies</th>
<th>Net Promoter Score</th>
<th>Program Met or Exceeded Expectations</th>
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<tbody>
<tr>
<td>NASPO Exchange</td>
<td>521</td>
<td>484</td>
<td>93%</td>
<td>140</td>
<td>65</td>
<td>96%</td>
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<tr>
<td>NASPO Annual</td>
<td>2,096</td>
<td>1,511</td>
<td>93%</td>
<td>15</td>
<td>92</td>
<td>100%</td>
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<tr>
<td>NASPO Reach</td>
<td>496</td>
<td>459</td>
<td>93%</td>
<td>15</td>
<td>63</td>
<td>93%</td>
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“NASPO VALUEPOINT CONTINUES TO BE THE GOLD STANDARD OF COOPERATIVE PURCHASING. THE GROWTH OF OUR CONTRACTS THIS YEAR DEMONSTRATES THAT WE ARE OFFERING THE PRODUCTS AND SERVICES STATES NEED.”

EMERGING MARKETS INITIATIVE GAINS INTERNATIONAL RECOGNITION

The Emerging Markets Initiative solicits insights directly from the private sector, offering an opportunity for suppliers to provide innovative and forward-thinking ideas. This input may ultimately lead to the establishment of a cooperative contract solution. To date, the Emerging Markets Initiative has generated multiple opportunities worthy of exploration, with three ideas moving forward. The Observatory of Public Sector Innovation (OPSI) asked NASPO ValuePoint to submit the details of the program and published them, sharing the information with other organizations around the world. ValuePoint also had the opportunity to present the initiative at the multi-national Organisation for Economic Co-operation and Development (OECD) annual meeting in October 2021.

PORTFOLIO MAPS: A NEW RESOURCE TO NAVIGATE NASPO VALUEPOINT COOPERATIVE CONTRACTS

The ValuePoint team created Portfolio Maps to provide a snapshot of the details related to a particular portfolio. These documents detail the procurement process followed by the Lead State and help interested parties navigate our contracts. Portfolio Maps provide solicitation, evaluation, and award information, increasing awareness and understanding of each portfolio and how to participate.

PARTICIPATING ADDENDUM (PA) GENERATOR: AN ELECTRONIC DOCUMENT CREATION TOOL TO FACILITATE PARTICIPATION IN VALUEPOINT COOPERATIVE CONTRACTS

In 2021, ValuePoint debuted a simplified process for creating necessary documentation for participation in its cooperative contracts. The web-enabled, “form fill” Participating Addendum (PA) tool dynamically creates a PDF document from the NASPO ValuePoint website, based on data provided by the participating entity and the Master Agreement (MA), and offers an alternative to the current static Model PA documents.

“This tool simplifies the participation process for eligible, authorized entities by allowing the entity to start from a standard fillable template, with the ability to make modifications, as well as to incorporate additional entity-specific terms and conditions,” said Sarah Hilderbrand, Chief Operations Officer.
VALUEPOINT BY THE NUMBERS

4 New Portfolios Added* 4 Portfolios Resolicited*

20 Brand New Suppliers Awarded Contracts, including small and woman-owned businesses as well as Fortune 500 companies

55 New Suppliers Attended Exchange

More than 1,200 New PAs Signed

*With a broad range of products, services and brand-new categories including IT Research & Advisory Services and MMIS Claims Processing & Management Services
2021 CRONIN AWARD FINALISTS

Gold Winner

WISCONSIN
Interagency, Data-Driven Collaboration: Wisconsin’s Innovative Approach to Specification Development

Silver Winner

LOUISIANA
Louisiana’s Installment Purchase Market (IPM) for Third-Party Financing

Bronze Winner

TENNESSEE
Ordinal Ranking in Cost Negotiations

Finalists

GEORGIA
DOAS Small Business Procurement Readiness Workshop

ARIZONA
Developing the Next Generation of Procurement Professionals

2021 GIULIO MAZZONE DISTINGUISHED SERVICE AWARD

In 2021, the Giulio Mazzone Distinguished Service Award task force chose to open nominations for the first time, recognizing that they may not be aware of all candidates meeting the award criteria. Over a dozen nominations were received, and from the pool of candidates, the task force made their selection with the award presented during the 2021 Annual Conference in Austin, Texas.

The award was presented to Carol Wilson, retired Connecticut Chief Procurement Officer, for her four decades of procurement work, including 25 years of NASPO membership where she served as NASPO Board President in 2012. Carol’s colleagues described her as “knowledgeable, sincere, and trustworthy,” and they spoke of her commitment to the profession as well as to her colleagues, helping them learn and understand.

In her role with the state, Carol served under four administrations and seven commissioners. She retired from the Connecticut Department of Administrative Services in early 2021 and is enjoying her retirement. In fact, her award was presented to her prior to the Annual Conference as she was camping in Maine during the event.

CONGRATULATIONS, CAROL!

CAROL WILSON, Honorary Member
Retired Connecticut Chief Procurement Officer
FINANCES

2020 Actual

<table>
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<th>INCOME</th>
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<td>Contract Admin Fees</td>
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<td>Organization and Endowments</td>
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<td>Conferences</td>
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<tr>
<td>Other</td>
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<td><strong>TOTAL INCOME</strong></td>
<td><strong>$21,767,701</strong></td>
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<td>ValuePoint</td>
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<td>Procurement U</td>
<td>1,337,112</td>
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<td>Conferences</td>
<td>538,132</td>
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<td>State Funds</td>
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<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>$12,821,282</strong></td>
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| Realized/Unrealized Gain (Loss) on Inv. | 17,603,905 |
| Depreciation                     | (9,888)    |
| **CHANGE IN NET ASSETS**         | **$26,540,438** |

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<th>NASPO RESERVES</th>
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<td>Designated - Procurement</td>
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<td>Designated - Global Initiatives</td>
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<td><strong>TOTAL NET ASSETS</strong></td>
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In 2019, NASPO began establishing endowments related to the priorities of the organization. These initial commitments to Professional Development, Certification, Procurement Technology, and Financial Sustainability will allow us to continue investing our resources to improve procurement practices while ensuring that future generations of leaders will have access to the same resources. In 2020, we expanded our endowments to showcase additional commitments to developing the next generation of procurement officials, developing strategic initiatives with other state associations, connecting to international partners, and funding research initiatives.

2021 NASPO BOARD OF DIRECTORS

President
ROZ INGRAM
Director of State Purchasing & Chief Procurement Officer, Division of State Procurement, Florida

President-Elect
DELBERT SINGLETON
Division Director, State Fiscal Accountability Authority, Division of Procurement Services, South Carolina

Immediate Past President
GEORGE SCHUTTER
Chief Procurement Officer, District of Columbia

Secretary/Treasurer
BOB GLEASON
Chief Procurement Officer, Maryland
2021 NASPO BOARD OF DIRECTORS

STEVE BERG
Director of Procurement, State of South Dakota

GREGG OLIVERA
Deputy Division Director, Procurement Bureau Chief, New Jersey

JOAN GRAHAM
Executive Director, Office of Procurement Services, Kentucky

MEGHAN HOLMLUND
Chief Procurement Officer, State Financial Services Division, Montana

MEIKE SANDERS
Chief Procurement Officer, Office of Procurement Services, Ohio

JAIME SCHORR
Chief Procurement Officer, Division of Purchases, Maine

DEBBIE DENNIS
Chief Procurement Officer, DAS Procurement Services, Oregon

MIKE PERRY
Chief Procurement Officer, Tennessee

2021 COMMITTEE LEADERSHIP

ADMINISTRATIVE COMMITTEE
Delbert Singleton (Chair)
Joan Graham (Vice Chair)

CONFERENCES AND EVENTS COMMITTEE
Kelly Sanders (Chair)
Gregg Olivera (Vice Chair)

CRONIN AWARD COMMITTEE
Steve Berg (Chair)
Mike Perry (Vice Chair)

FINANCIAL SUSTAINABILITY COMMITTEE
Bob Gleason (Chair)
Gerard MacCrossan (Co-Chair/NASPO ValuePoint Management Board Secretary/Treasurer)
Meghan Holmlund (Vice Chair)

MAZZONE AWARD TASK FORCE
Maggie McConnell (Chair)

PROFESSIONAL DEVELOPMENT COMMITTEE
Jaime Schorr (Chair)
Debbie Dennis (Vice Chair)

STRATEGIC PARTNER RELATIONS
George Schutter (Champion)
NASPO STAFF

CHIEF EXECUTIVE LEADERSHIP TEAM

Lindie Hatton, PhD, Chief Executive Officer, NASPO and NASPO ValuePoint
Jennifer Salts, CPPB, CPPO, Chief Administrative Officer
Sarah Hilderbrand, JD, Chief Operations Officer, NASPO ValuePoint
Justin Kaufman, JD, Chief Legal Officer
Clinton Colliver, CPA, Chief Financial Officer
Matthew Oyer, MPA, Chief Learning Officer
Bob Sievert, CEPP, Chief Information Officer
Susan Gonzalez, MBA, Chief Conferences and Events Officer

Joel Atkinson, NVP Cooperative Contracts Coordinator
Kaitlyn Barringer, Learning Management System Coordinator
Lauren Bonkowski, Financial Coordinator
James Bregenzer, Web Master/Developer
Teressa Caldwell, NVP Contract Compliance Auditor
Richard Carlson, NVP Cooperative Contract Revenue Analyst
Kelsey Craig, Education Program Manager
Lori Denhart, NVP Deputy Director of Administrative Services
Joshua Descoteaux, NVP Cooperative Contracts Coordinator
Kristine DeWitt, Deputy Director of Conferences and Events
Lauren Fields, NVP Financial and Administrative Coordinator
Caitlyn Simmons Flory, Conferences and Events Planner
Theodore Fosket, NVP Cooperative Contract Lead Coordinator
Stephanie Gale, Curriculum Specialist
Priscilla Gandy, Director of Conferences and Events
Samantha Gerard, Instructional Designer
Maya Griffin, Director of Membership Engagement
Emily Griffith, Conferences and Events Planners
Eric Hellen, Director of Business and Data Analytics
Jordan Henson, Director of Procurement
Jeffrey Holden, NVP Cooperative Contract Coordinator
Courtney Iversen, NVP Cooperative Contracts Coordinator

STAFF

Schae Kane, NVP Marketing Director
Clayton Knight, Event Tech Coordinator
Daniel Kruger, Director of Strategic Partnerships
Esther Lake, UPPCC Certification Manager
Megan Lancaster, Research Project Manager
Tara Larwick, NVP Cooperative Contracts Coordinator
Megan Lee, Accountant
Bart Lemmon, NVP Director of Supplier Development & Global Initiatives
Ronda Maass, Communications Coordinator
James Mason, Systems/Operations Director
Kelly McKown King, Director of Communications and Creative Services
Kevin Minor, Media Production Project Manager
Rebecca Montaño-Smith, Director of Research and Innovation
Neha Nehru, Data Analyst
Lee Ann Pope, NVP Director of Administrative Services
Wanda Pyle, Director of Human Resources and Risk Management
Nelianne Rivera, Research Coordinator
Megan Smyth, NASPO General Counsel
Tia Snyder, NVP Cooperative Contracts Coordinator
Dan Stadnyk, Controller
Kelly Stein, Graphic Design and Communications Specialist
Chadwick Stephens, Research Coordinator
Derrick Strand, UPPCC Executive Director
Fay Tan, NVP Legal Counsel
Dana Warth, Business Operations Coordinator
Brandi Willard, Academic Affairs Manager
Celebrating 75 Years of Elevating the Public Procurement Profession!

Join us in 2022 as we honor the history of NASPO, highlight the connections NASPO fosters, and look forward to continued procurement excellence. The celebration kicks off in January 2022.