

2022 MEMBER REPORT



2022 Report to Members



OUR MISSION

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

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A Message from the CEO

NASPO members,

This year, as NASPO has looked toward its past with celebrating our 75th anniversary, it's important to look to the future as well.

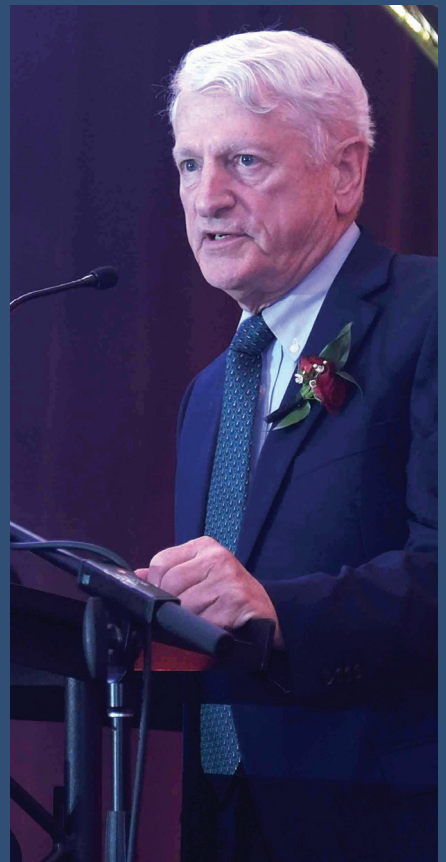
The groundwork laid since NASPO's inception in 1947 has led us to a place where looking forward means more than ever. We are constantly looking for ways to better serve our members and the greater public procurement community. This year, NASPO innovations included growing our NASPO Value-Point portfolios, meeting the needs of state and local governments, and providing all NASPO-developed Procurement U courses free of charge to all. Piloting new certificate programs and producing new publications ensured we reached and informed our members. With new strategic and academic partners, we hope to build a new generation of public procurement professionals.

As we plan for the year ahead, engaging with those who share the vision of elevating the public procurement profession is paramount. We are building solid networks nationally and internationally for fact-finding, best practice sharing, and more. We continue to seek out conversations with other government agencies about how procurement can be a critical strategic partner for them. And we are also looking at new ways to engage with our members to bring their journey front and center in our plans to meet their needs best.

Using our first 75 years as a springboard, NASPO is poised to take next steps forward. I am excited about where we are going, and I hope you will join us as we move into the next year and beyond.

A handwritten signature in black ink, reading "L. Hatton". The signature is fluid and cursive, with a large initial "L" and a long, sweeping underline.

Lindle Hatton
NASPO Chief Executive Officer





A Message from the President

Dear members and friends,

My, what a year it has been! When I ran for the presidency in 2020, I didn't realize my term would coincide with NASPO's 75th anniversary, but it has been my privilege to serve during such a momentous year.

I recorded an interview with NASPO staff that was shown at the Annual Conference this September, discussing one of my first NASPO conferences in Little Rock, Arkansas, and the lasting impact it had on me personally and professionally. I spoke about how the Arkansas Chief Procurement Officer welcomed me in as a new member and went so far as to get the recipe for candied bacon for me when I fell in love with it at the conference. I ended the interview by saying, "People have always made me welcome and have always made me feel part of a family. I walked in feeling very connected because of the friendship they displayed and continue to display."

The 75th anniversary has been a year-long celebration of just that spirit! It has been remarkable to hear the stories of members who came before me and to see newer members accepted into the family during our return to in-person events. The opportunity to welcome thirteen past presidents to the Annual Conference was extraordinary, and I was honored to spend some time with those individuals as I join their ranks shortly.

This year has been more than just the 75th anniversary, however. NASPO continues to grow and develop as we constantly work to elevate the public procurement profession. We have welcomed five new strategic partners who support public procurement directly or indirectly. We continue to hold conversations with international counterparts as we seek to learn from each other. And I am particularly proud that we teamed up with Howard University, the first Historically Black College and University (HBCU) that we've added as an academic partner. Expanding the reach of public procurement to new audiences will only grow NASPO in the coming years, welcoming more people into the family it has been my pleasure to serve.

As we close out this year and look toward the next 75 years, I wish for you and NASPO to continue to engage. Welcome new members. Ask questions. Search for innovative solutions. Keep pushing forward. And, if I am blessed, I will see you all at the 100th anniversary down the road when we celebrate achievements we cannot even imagine.

Sincerely,

Delbert H. Singleton, Jr.
2022 NASPO Board President



NASPO CELEBRATES 75TH ANNIVERSARY

Throughout 2022, NASPO celebrated its 75th anniversary, recognizing the legacy begun in 1947 when states came together for fair distribution of war surplus materials at the end of World War II.

Special celebrations were held at each conference, including building a wall of stories from NASPO members and collecting interviews from current and past Board members, NASPO staff, and strategic partners. A commemorative history book was written and provided to all Annual Conference attendees before being made available online to all.

At the Annual Conference, members moved down a walkway of “stars,” honoring past NASPO Presidents, and along with short video vignettes of NASPO memories featured throughout the conference, a longer retrospective video was shown during the Awards Ceremony, taking attendees through the creation of some of NASPO’s most successful programs.

NASPO’s greatest resource is its members, and the memories, camaraderie, and passion of these individuals about the organization and public procurement in general was on full display this year.



NASPO®

National Association of
State Procurement Officials



State
Members
2,295

Student
Members
173
Associate
Members
37

Life Members
44
Honorary
Members
23

12,000+ users
3,000
new users
in 2022

36,000 contact
hours provided
free through
Procurement U
Gives Back
in 2022

4 new
skill-focused
courses released
3 new
NASPO-developed
courses



994 new
Participating
Addendums (PAs)
signed this year
17 new
contractors
awarded

Exceeded
\$4 billion in
sales for a
quarter for the
first time

Research & Innovation

11 blog posts
7 podcast episodes
3 publications
2 webinars

Conferences & Events

1,503 conference attendees

82.2 average NPS score

24 external presentations or webinars

28 partner events attended

280 Supplier Partners attended the Exchange Conference

48% of those were first-time attendees

11% were Certified Small Businesses

Partnerships

5 new Strategic Partners added

1 new Academic Partner added

NASPO By the Numbers

(as of November 7, 2022)

PROFESSIONAL DEVELOPMENT

All NASPO-Developed Courses Made Free

In January 2022, NASPO made all NASPO-developed Procurement U courses free for all users. This is an extension of the wildly successful Procurement U Gives Back program launched in March 2020, offering all foundational courses free of charge to anyone interested. NASPO-developed courses range from foundational to advanced levels and cover various procurement topics.

The platform saw over 3,000 new user accounts created and over 15,000 courses taken this year alone. The impact of the Procurement U Gives Back program garnered recognition from the American Society of Association Executives (ASAE) by earning the 2022 Power of Associations Gold Award. This award honors association excellence and recognizes innovative, results-oriented programs and initiatives.



"Opening all NASPO-developed courses allows us to meet procurement professionals where they are. When budgets are tight, training dollars are often the first things to be cut. We take seriously our commitment to be the strategic partner for public procurement. We want to make sure that cost is never a barrier to the coursework that can take someone's career to the next level,"

—Lindle Hatton, NASPO CEO

New Training Program Piloted with NCMA

In partnership with the National Contract Management Association (NCMA), NASPO successfully launched the new Contract Management Organizational Capability (CMOC) program to support contract and procurement professionals.

Beginning in February, NASPO ran a pilot of the CMOC program with the Washington, D.C. Office of Contracting and Procurement. Through eight weeks of an instructor-led course, paired with online materials, discussion board interaction, assessments, and a final exam, students were eligible to receive 45 CPEs and a certificate of completion. Of the 22 students enrolled in the D.C. pilot program, 100% passed the final exam with an average score of 84% (with a minimum passing score of 70%).

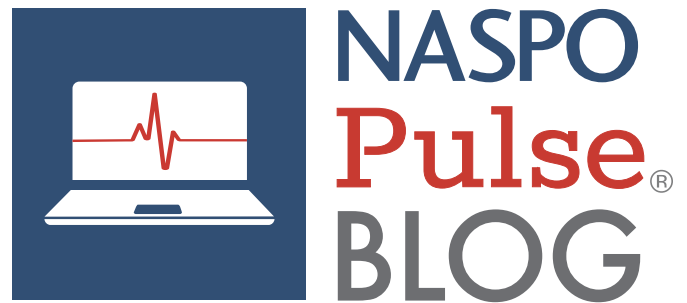
New programs are being developed for late 2022 and 2023.

Repository of State Practices

In the fall of 2022, NASPO launched the Repository of State Practices (RoSP), a database of state procurement statutes, regulations, and policies. Searchable by state or 12 general categories, the RoSP gives members a quick way to view statutory citations, public links, and other information from member states.

Currently a member-only resource, the database is accessible via the online NASPO Network. NASPO staff will regularly update the RoSP tool, but states are encouraged to review and send updates to NASPO staff.

New Courses	New Publications	New Webinars
Introducing Sustainability in the Procurement Process	Warehouse and Logistics Case Study	Market Research in the Procurement Process
Building a Sustainable Purchasing Program	Supplier Management Fact Sheet	Commodities Inflation Forecast
Construction Procurement Strategies	Commodity Inflation Trends (commissioned paper)	



Explore More

Subscribe to the NASPO Pulse Podcast and Blog for regular updates on procurement topics, interviews with subject matter experts, and more.

Iowa State University Hosts Case Study Competition



In October, Iowa State University hosted a Case Study Competition to expose students to real-world experience on a public procurement-related topic. Students used their knowledge and skills as teams over 24 hours to develop and present a solution to the case that were then judged by four NASPO members and three NASPO staff. Nine teams of 3 – 4 students participated in the competition. Institutions who participated included:

- Auburn University
- Brigham Young University
- Lehigh University
- Northeastern University
- Ohio University
- University of Kansas
- University of West Florida
- University of Wisconsin – Madison
- Wayne State University



PARTNERSHIPS



NASPO Adds Five New Strategic Partners

Recognizing the importance that strong relationships play in elevating the public procurement profession, NASPO continues to foster strategic partnerships with organizations directly involved in the public procurement and government landscape. These partnerships allow members from both organizations to collaborate, share information, and provide valuable insight into their respective procurement practices.

In 2022, NASPO finalized agreements with the California Association of Public Procurement Officials (CAPPO), the Canadian Public Procurement Council (CPPC), National League of Cities (NLC), National Conference of State Fleet Administrators (NCSFA), and StateRAMP. Each of these organizations has a unique focus that ties into NASPO’s mission to help our members succeed as public procurement leaders in their states.



Howard University Joins NASPO Academic Partners

Howard University is the ninth higher education institution, and first Historically Black College and University (HBCU), to join NASPO as an Academic Partner to provide value to our state members and students pursuing a career in the public sector through supply chain management programs.

NASPO PARTNERS

- California Association of Public Procurement Officials (CAPPO)
- Canadian Public Procurement Council (CPPC)
- Council of State Governments (CSG)
- National Association of Educational Procurement (NAEP)
- National Association of State Chief Administrators (NASCA)
- National Association of State Chief Information Officers (NASCIO)
- National Association of State Technology Directors (NASTD)
- National Conference of State Fleet Administrators (NCSFA)
- National Conference of State Legislatures (NCSL)
- National Governors Association (NGA)
- National League of Cities (NLC)
- StateRAMP
- Universal Public Procurement Certification Council (UPPCC)
- Virginia Association of Governmental Purchasing (VAGP)



Since 2016, NASPO’s Academic Partners have provided an opportunity for NASPO members to enrich their offices’ trajectory while securing the newest emerging workforces through internships, scholarships, career fairs, educational courses, continued learning, and research and faculty engagement with state and national forums and events.

Student Scholarships Provide Opportunity to Attend the Annual Conference

NASPO offered scholarships to each Academic Partner institution for a student to attend the 2022 Annual Conference. Eight institutions sent students who interacted with members, sat in on sessions, and even participated in formal panel discussions during the conference.



PATRICK DANNER
Oregon State University



JENNIFER GODFREY
Chemeketa Community College



MAC KOLB
Iowa State University



JULIA LADNER
Arizona State University



KAYES MAHMUD

North Carolina State University



COREY RICHARDS

George Washington University Law School



EMMA SCOTT

Penn State University



JOSH SMOLEK

Michigan State University

NASPO VALUEPOINT

Continuous Improvement

BEST PRACTICES WORKGROUP

The NASPO ValuePoint Executive Council formed a Best Practices workgroup and identified Best Practices for ValuePoint related to standardization of documents, selection of Lead States, evaluation methodology, and internal processes.

PROCESS MAP

To drive the portfolio process and timelines, the ValuePoint team created a Process Map that lays out steps from project assessment to award and master agreement. The map formalizes the phases and includes analysis, more communication and more interaction with the Lead State, legal review earlier in the process, the definition of roles and responsibilities, the evaluation process, and updated RFP, Participating Addendum, and Master Agreement templates.

RFP TEMPLATE

The NASPO legal team developed a new RFP template and shared it with the Executive Council, Contract Leads, and NASPO Law Institute Advisory Committee. The template, currently being piloted with nine portfolios, streamlines the RFP process while still allowing for customization as necessary. It creates a standard format and flow for the information and will make the NASPO ValuePoint solicitation structure consistent across all portfolios and easier for the supplier community and end users to find information.

Supplier Partner Focus

In 2022, NASPO ValuePoint launched a focused supplier engagement strategy designed to strengthen the relationship between ValuePoint as a leader in the state and local procurement space and the supplier community who are critical to ValuePoint's success.

Part of that focus includes the addition of new resources to assist with supplier development and engagement,



"The Central Procurement Office strives to be a trusted business partner to the departments, agencies, local entities, and vendors that we work with, focusing on integrity, teamwork and excellent customer service. NASPO contracts provide us with additional opportunities to meet those core values."

—Angela Shell,
State Chief Procurement Officer
Deputy Director, Procurement Division
Department of General Services
California

including a team of Strategic Supplier Managers to work directly with Supplier Partners. The Strategic Supplier Managers will work with the ValuePoint Cooperative Portfolio Managers to educate Suppliers on how to present the ValuePoint cooperative to public entities, as well as continue efforts related to the digital Supplier Portal and Supplier Toolkit.

In addition to the outreach efforts, the ValuePoint team is working to define new processes for capturing and submitting detailed sales reports, enabling ValuePoint to obtain information that drives more informed reporting and provides Suppliers with data that will impact their sales strategy and inform future solicitations.

CONFERENCES & EVENTS

For the first time since 2019, all NASPO conferences returned exclusively to in-person events, bringing hundreds of members together around the country to share in learning tailored to their needs and the needs of their procurement offices.



2022 NASPO EVENTS

NASPO ValuePoint Contract Leads Conference

February 28 – March 3, 2022
Pensacola, Florida

Procurement U Academic Forum

March 29 – 21, 2022
State College, PA

NASPO Exchange

March 29 – 31, 2022
Orlando, Florida

NASPO REACH Conference

July 25 – 27, 2022
Kansas City, Missouri

NASPO Annual Conference

September 25–28, 2022
San Diego, California

NASPO Law Institute

November 8 – 10, 2022
Charleston, South Carolina





In addition to the core programs offered annually, in 2022, NASPO added new trainings targeted to specific audiences and focused on preparation for the public procurement profession and their roles within state government.

Leads Training was held in conjunction with the NASPO REACH Conference. Designed to prepare those interested in serving as a NASPO ValuePoint Contract Lead and to refresh the knowledge of current Leads, the program reviewed ValuePoint processes, policies, and priorities and shared best practices and strategies to manage professional roles.

A New Lawyer Bootcamp preceded the 2022 State Procurement Law Institute, providing training to lawyers newer to public procurement and designed to build the relationship between attorneys and the central procurement office. A half-day session, it took a deep dive into the fundamentals of public procurement law, including contracts, negotiations, and more.



**THANK YOU TO ALL OUR
PROCUREMENT PROFESSIONALS!**

DURING PROCUREMENT MONTH

14 STATES

RECOGNIZED PROCUREMENT MONTH

6 STATES

SPECIFICALLY MENTIONED NASPO'S 75TH ANNIVERSARY

NASPO
National Association of
State Procurement Officials

Office of the Governor



PROCLAMATION

- WHEREAS,** public procurement is an essential function of state government, providing for the purchase of goods and services necessary for the safe and effective operations of the state, including purchases for education, health and human services, transportation, administration and others; and
- WHEREAS,** the work of the state procurement office benefits state agencies and citizens alike through the application of the principles of fiscal responsibility and ethical use of taxpayer dollars for the operations of the state; and
- WHEREAS,** public procurement requires specific knowledge and skills to maintain fair and competitive bid practices, conducts thorough market research, administers effective negotiations for the mutual benefit of the state and supplier and successfully monitors and evaluates all state contracts; and
- WHEREAS,** the state of Louisiana is supported by a highly qualified and dedicated state procurement staff who demonstrate professionalism on all levels and understand the importance of the work they perform; and
- WHEREAS,** 2022 marks the 75th Anniversary of the National Association of State Procurement Officials (NASPO), which initially formed to help state procurement effectively and efficiently distribute surplus World War II materials and continues to connect state procurement offices across the country for education and networking; and
- WHEREAS,** 2022 also commemorates the 30th anniversary of NASPO ValuePoint and its predecessor, the Western States Contracting Alliance, created to offer cooperative purchasing solutions for the benefit of the states and continue to offer high value, reliable and competitively sourced contracts; and
- WHEREAS,** the month of March has been designed as National Procurement Month.
- NOW, THEREFORE,** **I, John Bel Edwards,** Governor of the State of Louisiana, do hereby proclaim March 2022 as

PROCUREMENT MONTH
in the State of Louisiana.



IN WITNESS WHEREOF, I have hereunto set my hand
officially and caused to be affixed the Great Seal of the
State of Louisiana, at the Capitol, in the City of Baton
Rouge, on this 1st day of March A. D., 2022.

John Bel Edwards
Governor

AWARDS



2022 George Cronin Awards for Procurement Excellence



GOLD WINNER

Michigan

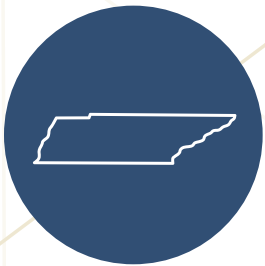
Competitive Proof of Concept: Trying Before You Buy While Complying with Competitive Requirements



SILVER WINNER

Idaho

Help Me Help You! A New Take on Requests for Information



BRONZE WINNER

Tennessee

Diversity Intelligence in Tennessee - II

FINALISTS



Georgia

Procurement Officer Bootcamp



Minnesota

The Right Step



2022 Emerging Leader Award

Created in 2022, the Emerging Leader Award recognizes an individual in state procurement with 2–5 years of experience within a leadership role and who demonstrates competency within that role through innovation, integrity, and results.

WINNER



CHELSEA ROBILLARD
State Purchasing Manager, Idaho

FINALISTS



SIMON BALDWIN
IT Category Director, Michigan



LINDSEY KENDALL
State Procurement Analyst II, Maine



2022 Giulio Mazzone Distinguished Service Award



KEITH MCCOOK

Legal Counsel, South Carolina

Recognizing the need for formal procurement law education within NASPO's conferences and events, Keith McCook drove the creation of the procurement law attorney online community and accompanying resources as well as the NASPO State Procurement Law Institute. He has also helped shape procurement law outside of NASPO through working with the American Bar Association (ABA), including serving as NASPO's liaison to the ABA Public Contract Law Section for several years. He also co-drafted and advocated for a resolution adopted by the ABA recognizing that any effort to amend the Model Procurement Code includes state and local procurement officials as the Code's key stakeholders.



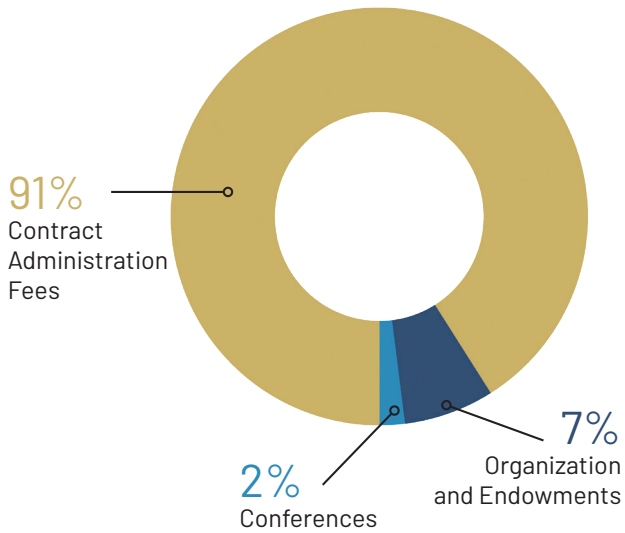
MICHAEL JONES

Retired Chief Procurement Officer, Alabama

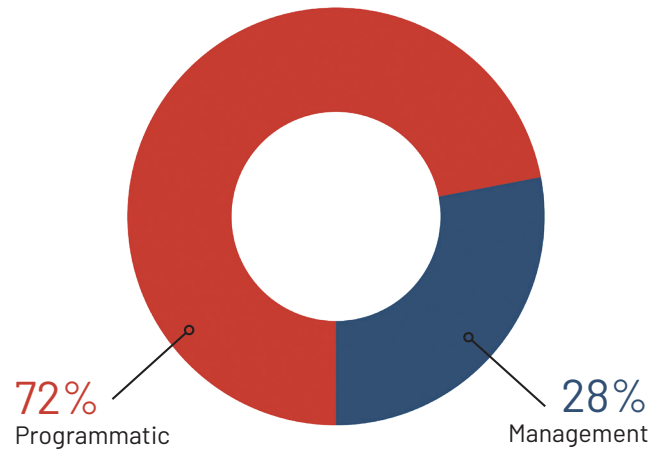
Michael Jones is a dedicated professional with over 12 years experience as Chief Procurement Officer in Alabama. Respected by his peers and colleagues at the state and in the NASPO community, he has been a leading force within the Southern Region. He has served on numerous NASPO committees, became a NASPO President, and served on the Board of Directors for a total of seven years and as recently as 2022. One of Michael's significant accomplishments during his time of Board service included leading NASPO through the transition to internal management and into NASPO's current headquarters.

FINANCES

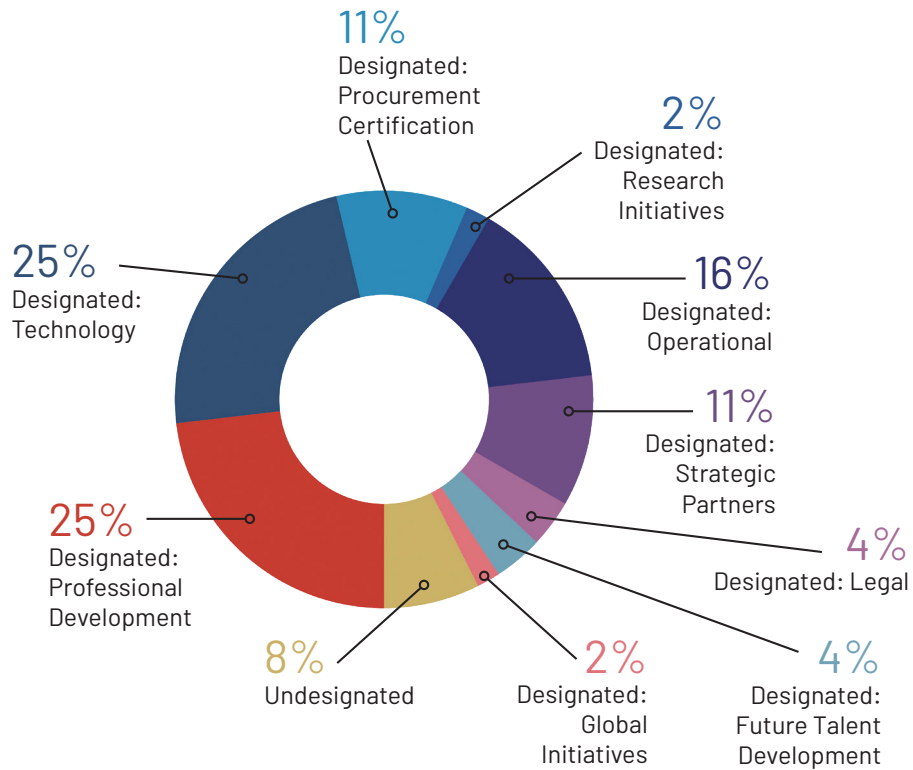
TOTAL REVENUE



TOTAL EXPENSES



BREAKDOWN OF NET ASSETS



2022 NASPO BOARD OF DIRECTORS



PRESIDENT

Delbert H. Singleton, Jr.
Division Director, State Fiscal
Accountability Authority,
Division of Procurement Services
South Carolina



PRESIDENT-ELECT

Jaime Schorr
Chief Procurement Officer,
Division of Purchases
Maine



SECRETARY/TREASURER

Kelly Sanders
Chief Procurement Officer,
Office of Procurement Services
Ohio

2022 NASPO BOARD OF DIRECTORS



Angela Shell
Chief Procurement Officer,
Department of General Services
California



Valerie Bollinger
Division of Purchasing, Chief
Procurement Officer
Idaho



Steven Berg
Director of Procurement
South Dakota



Deborah Damore
Office of Purchasing and
Contracting, Director
Vermont



Gregg Olivera
Deputy Division Director,
Procurement Bureau Chief
New Jersey



Mike Perry
Chief Procurement Officer
Tennessee



George Schutter
Chief Procurement Officer
District of Columbia



Thor Vue
Division of Shared Services,
Statewide Contracting Officer,
Chief Procurement Officer
Alaska

Best wishes to Joan Graham and Michael Jones as they retire. We celebrate their contributions to the public procurement profession and their tenure on NASPO's 2022 Board of Directors.

2022 NASPO VALUEPOINT EXECUTIVE COUNCIL

CHAIR

Angela Shell

Chief Procurement Officer,
Department of General Services,
Procurement Division
California

CHAIR-ELECT

Jared Ambrosier

Chief Procurement Officer,
DTMB - Procurement
Michigan

WESTERN REGION

Sherri Maxwell

Chief Procurement Officer,
State Purchasing & Contracts Office
Colorado

Linda Polk

Deputy Chief Procurement Officer,
Division of General Services
Alaska

EASTERN REGION

Don Casella

Contract Team Leader,
Procurement Division
Connecticut

Michael Haifley

Deputy Chief Procurement Officer,
Department of General Services
Maryland

SOUTHERN

Gerard MacCrossan

Data Management, Analytics &
Technology Manager, Texas
Comptroller of Public Accounts,
Statewide Procurement Division
Texas

Lisa McKim

Compliance Manager,
OMES/Central Purchasing
Oklahoma

MIDWESTERN REGION

Karl Wendt

Procurement Manager, Central
Procurement and Fleet Enterprise
Iowa

2022 COMMITTEE LEADERSHIP

ADMINISTRATION COMMITTEE:

Jaime Schorr (Chair)

Deborah Damore (Vice Chair)

PROFESSIONAL DEVELOPMENT COMMITTEE:

Joan Graham (Chair)

Valerie Bollinger (Vice Chair)

FINANCIAL SUSTAINABILITY COMMITTEE:

Kelly Sanders (Chair)

George Schutter (Vice Chair)

CONFERENCE AND EVENTS COMMITTEE:

Michael Jones (Chair)

Steve Berg (Vice Chair)

CRONIN AWARD COMMITTEE:

Mike Perry (Chair)

Gregg Olivera (Vice Chair)

MAZZONE AWARD TASK FORCE:

David Gragan (Chair)

EMERGING LEADERS COMMITTEE:

Will Camp (Chair)

Thor Vue (Vice Chair)

NASPO STAFF

CHIEF EXECUTIVE LEADERSHIP TEAM

Lindle Hatton, Chief Executive Officer
Clinton Colliver, CPA, Chief Financial Officer
Susan Gonzalez, Chief Conferences and Events Officer
David Gragan, Chief Administrative Officer
Justin Kaufman, Chief Legal Officer
James Mason, Interim Chief Technology Officer
Matthew Oyer, Chief Learning Officer
Jennifer Salts, Chief of Staff

STAFF

Joel Atkinson, Cooperative Portfolio Manager
Kaitlyn Barringer, Learning Management System Coordinator
Lauren Bonkowski, Financial Coordinator
James Bregenzer, Web Master/Developer
Teresa Caldwell, Contract Compliance Auditor
Richard Carlson, NVP Cooperative Contract Revenue Analyst
Anita Chism, NVP Deputy Director of Administrative Services
Kelsey Craig, Education Program Manager
Emily Cranfill, Procurement Content Manager
Matthew Davis, Computer Systems Administrator
Joshua Descoteaux, Cooperative Portfolio Manager
Kristine Dewitt, Director of Conferences and Events
Lauren Fields, NVP Financial and Administrative Coordinator
W. Brice Fiske, Legal Counsel
Caitlyn Flory, Conferences and Events Planner
Rachel Frizzell, Human Resources Specialist
Stephanie Gale, Training Program Manager
Priscilla Gandy, Director of Conferences and Events
Kinzie Gaunce, Research Coordinator
Samantha Gerard, Senior Instructional Designer
Telice Gillom, Procurement Content Manager
Becky Gourde, Curriculum Specialist
Maya Griffin, Director of Membership Engagement
Emily Griffith, Conferences and Events Planner

Lauren Harp, Conferences and Events Planner
Eric Hellen, Director of Business and Data Analytics
Jordan Henson, Director of Procurement U
Courtney Iversen, Strategic Supplier Manager
Solomon Kingston, Cooperative Portfolio Manager
Clayton Knight, Event Tech Coordinator
Daniel Kruger, Deputy Chief Administrative Officer
Esther Lake, UPPCC Certification Manager
Megan Lancaster, Research Project Manager
Megan Lee, Accountant
Bart Lemmon, Director of International Initiatives
Ronda Maass, Communications Coordinator
Kevin Minor, Media Production Project Manager
Isabel Moncado, Conferences and Events Planner
Rebecca Montaño-Smith, Director of Research and Innovation
Neha Nehru, Director of Data Analytics
Lee Ann Pope, NVP Director of Administrative Services
Wanda Pyle, Director of Human Resources and Risk Management
Laxman Ramireddy, Data Engineer
Mupenzi Safari, Web Developer/Content Coordinator
Bob Sievert, NASPO eProcurement SME
Megan Smyth, Director of Legal Education and Sr. Legal Counsel
Tia Snyder, Cooperative Portfolio Manager
Daniel Stadnyk, Controller
Kelly Stein, Design and Brand Manager
Chadwick Stephens, Research Coordinator
Derrick Strand, UPPCC Executive Director
Fay Tan, Legal Counsel
Sky Tolland, Instructional Designer
Dana Warth, Membership & Operations Coordinator
Brandi Ann Willard, Director of Partnerships



NASPO®

National Association of
State Procurement Officials

