



2023 MEMBER REPORT



2023 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 President

Dear NASPO Members and friends,

As my term as NASPO Board President closes, I’m incredibly grateful for the opportunity to have served this community during a pivotal time.

2023 marked significant milestones, from implementing a newly redesigned NASPO Network and NASPO website to adding new strategic partners in the Texas Public Procurement Agency (TxPPA), the National Association of State Facilities Administrators (NASFA), and the National Contract Management Association (NCMA). Additionally, to expand our efforts of elevating the procurement profession, we created NASPO Canada in conjunction with our strategic partner, the Canadian Public Procurement Council (CPPC). Finally, we celebrated the first year of our partnership with Howard University—the first Historically Black College and University that we’ve welcomed as an academic collaborator.

We expanded access to procurement education by offering a reimbursement program for those who take and pass the CPPO and CPPB exams through our shared services partner, UPPCC, and launched a scholarship program for student members.

I am also proud of how we were able to come together to support our members who experienced natural disasters in Hawaii, Nashville, and Guam. I was inspired by members’ resilience and care for their communities in the face of adversity.

The passion for elevating our profession burns brightly. As we welcome new leaders, my hope is that we continue pushing boundaries, seeking diverse perspectives and pursuing positive change.

Though my presidential term has now concluded, I look forward to contributing for years to come. The friends I’ve made and lessons learned will stay with me well into the future!

Thank you for welcoming me into this family. Here’s to the future and more opportunities for engagement, inclusion and impact.

Sincerely,

A handwritten signature in black ink, reading "Delbert H. Singleton, Jr." in a cursive style.

Delbert H. Singleton, Jr.
2022-2023 NASPO Board President



A Message from the CEO

NASPO members,

As we close 2023, I'm excited to share NASPO's progress and continued commitment to elevating and empowering the public procurement profession through our Annual Report.

2023 was a year where we developed new partnerships, increased engagement across all levels of government, and improved internal operations while bringing increased member value.

Key achievements include redesigning the NASPO website to make it easier to navigate, high member satisfaction scores in our conference surveys, and revamping the NASPO Network to create a true arena for our members to share their successes and best practices.

In addition, I'm proud of how NASPO supported our members who were impacted by natural disasters in Hawaii, Nashville, and Guam this past year. Our community came together to provide relief aid and assistance to those regions. NASPO's commitment to supporting our members in their professional needs and during times of hardship demonstrates how we strive to be a resource.

Looking ahead, we remain focused on elevating our profession as trusted advisors and strategic partners in public service. We will continue modernizing operations, expanding peer engagement forums, and developing future procurement leaders.

I express my appreciation to our dedicated board members, partners, and team for their tremendous work this past year. I look forward to our continued journey together.

A handwritten signature in black ink, reading "L. Hatton".

Lindle Hatton
NASPO Chief Executive Officer

MEMBERSHIP

2,199

STATE
MEMBERS



123

STUDENT
MEMBERS



44

LIFE
MEMBERS



50

ASSOCIATE
MEMBERS



18

HONORARY
MEMBERS



ACADEMIC PARTNERSHIPS

**Students graduating at the end of the 2023-2024 academic year are eligible to apply for the NASPO Academic Scholarship. Ten total awards in the amount of \$5,000 each are awarded to students who demonstrate an interest in public procurement. Each recipient will further be eligible for an additional \$5,000 award to go towards student loan repayment if they accept a position in public procurement within 1 year of graduation. This scholarship program is open to NASPO Academic Partner schools, with one scholarship being awarded to a non-academic partner school.*

Revamped NASPO Academic Scholarship:*
10 total awards in the amount of **\$5,000** each are awarded to students who demonstrate an interest in public procurement.



Hosted by Arizona State University: ASU IT Procurement Certificate Pilot Program
18 TOTAL PARTICIPANTS
7 STATE MEMBERS
1 NASPO STAFF MEMBER



Revamped 2024 Summer Internship Program
Partnerships opened their internship program to allow states to recruit interns from their local 4-year colleges and universities. NASPO has successfully recruited 10 states to participate in the program for Summer 2024.

2023 Internships Program
9 STATES
13 INTERNS

Revamped 2023 MSU Executive Development Leadership Program

Focused on innovation, thought leadership, and strategic leadership


The following Academic Partner schools attended: Arizona State University, North Carolina State University, Oregon State University, Chemeketa Community College, GW Law, Iowa State University, and Howard University

Student Scholarships at Annual Conference
7 STUDENTS ATTENDED ON SCHOLARSHIP

STRATEGIC PARTNERSHIPS

2023 was the year for a full Partnership alignment, bringing Academic and Strategic Partnerships together under one umbrella. During the 2023 NASPO Annual Conference, Partnerships led the Strategic and Academic Partner Session where participants tackled NASPO's Top Ten Priorities voted on by state chief procurement officers. Strategic Partners, Academic Partners, and students brought resources to the table and leveraged expertise from their organization or institution while discussing solutions to their assigned challenge.


ADDED 3 NEW PARTNERS FOR A TOTAL OF 17 PARTNERS

New Partners:
NASFA,
TxPPA, &
NCMA


COMPLETED 32 SPEAKING ENGAGEMENTS (VIRTUALLY AND IN PERSON)

ATTENDED 34 PARTNER CONFERENCES AND EVENTS



Upcoming Initiatives

- NASCIO: Working on a paper on how states are using AI in procurement; how can AI be used to help states with challenges they are facing.
- StateRAMP Taskforce: Call for NASPO members to participate in a joint taskforce identifying best practices for incorporating cybersecurity standards into their procurement process
- NAEP Award: NASPO received the IMPACT Award at **NAEP Annual**
- NASTD: SME project for Cloud Solutions Portfolio

CONFERENCES & EVENTS



2023 NASPO EVENTS



State Training Coordinators Conference
February 7-9, 2023
San Antonio, Texas

NASPO Exchange
April 4-6, 2023
Salt Lake City, Utah

NASPO REACH Conference
July 17-19, 2023
Cleveland, Ohio

NASPO Annual Conference
September 17-20, 2023
Atlanta, Georgia

NASPO Law Institute 10th Anniversary
November 8 - 10, 2023
New Orleans, Louisiana





RESEARCH & INNOVATION

14

BLOG
POSTS



11

PODCAST
EPISODES



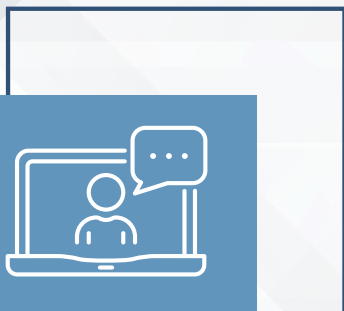
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PUBLICATIONS



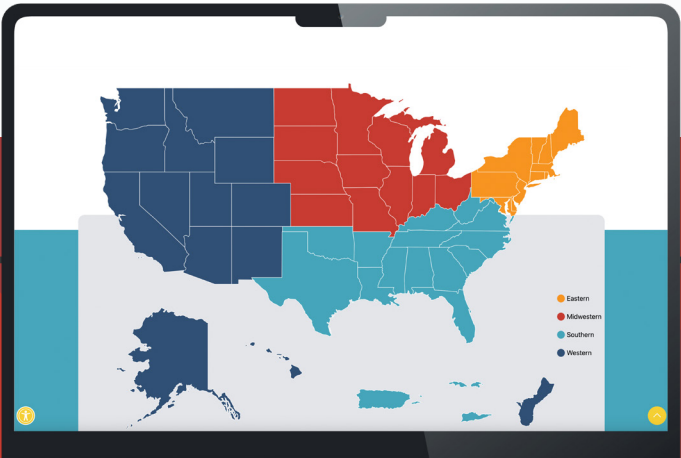
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WEBINARS



8

PARTNER
EVENTS
ATTENDED



REPOSITORY OF STATE PRACTICES
WAS MADE PUBLIC



IT PROCUREMENT TRAINING
AT 2023 REACH

PROCUREMENT U

12

NEW SELF-PACED COURSES, MICROLEARNINGS, AND INSTRUCTOR-LED COURSES



5,694
NEW LMS
USERS



37,684
ENROLLMENTS
IN COURSES



SINCE "PROCUREMENT U GIVES BACK," WAS IMPLEMENTED, THE COST SAVINGS FOR PROCUREMENT PROFESSIONALS IS APPROXIMATELY

\$3.6 MILLION



SINCE "PROCUREMENT U GIVES BACK" WAS IMPLEMENTED IN MARCH 2021, THERE HAVE BEEN OVER

79,000
COURSES GIVEN AWAY RESULTING IN
188,000
CONTACT HOURS OF EDUCATION.



OVER
25
SPEAKING
ENGAGEMENTS
AT EXTERNAL
CONFERENCES

NEW SELF-PACED COURSES:

- Building a Sustainable Purchasing Program
- Elements of Effective Meetings
- Introduction to Specification Development
- Negotiation Strategies

NEW INSTRUCTOR-LED COURSES:

- Construction Procurement
- Talent Management Strategies
- Developing Supplier Diversity Programs



UPPCC CERTIFICATION SUPPORT

Refreshed study prep tools for both exams and implemented into the LMS the only UPPCC Developed Prep Exams.



The Sprint format is a blended course structure that combines daily self-paced activities (approximately 0.5 – 1 hour each day) and valuable peer-to-peer collaboration with a live, Capstone webinar where participants discuss key insights from the week. This structure allows learners the opportunity to engage with peers, review content, and share their own experience.

NEW SPRINT:

- Market Research
- Supplier Management

The Microlearning format is designed to deliver the most essential knowledge in a condensed format. This innovative approach gives you more flexibility to integrate learning into your busy schedule.

NEW MICROLEARNINGS:

- Facilitating a Bid Opening
- Managing Open Records Requests
- Preparing for a Deposition
- Recognizing Collusion in Public Procurement

IN-PERSON REACH TRAINING: IT Procurement Symposium July 17, 2023

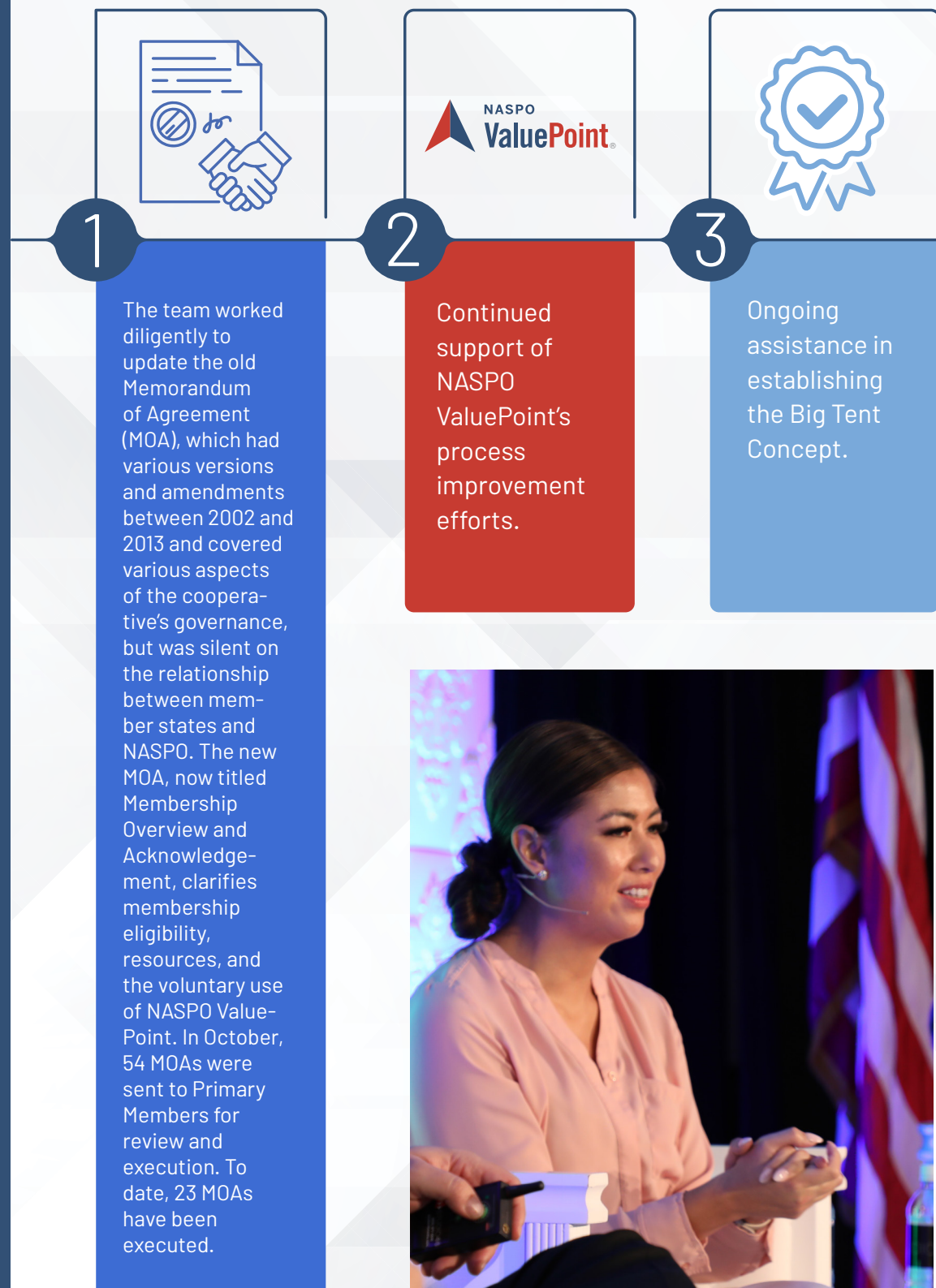
This interactive training brought together procurement staff that specialize in procuring technology to discuss common challenges and solutions.



ADDITIONAL IN-PERSON TRAINING STCC Law Institute Bootcamp



Legal Team Achievements





WHOLISTIC APPROACH TO PORTFOLIO ADMINISTRATION

Implemented a wholistic approach to portfolio administration in most effectively supporting our Members, Lead States, State Leads, public entities, and suppliers utilizing our Cooperative through the cradle-to-grave procurement process.

EACH PORTFOLIO HAS AN ASSIGNED:

COOPERATIVE PORTFOLIO MANAGER (CPM) Includes both a primary and secondary CPM. Our Team consists of 6 CPMs who serve as the primary point of contact and support to our State Leads, Members, and Suppliers on each portfolio. These CPMs are experts in public procurement. They actively serve in providing research, support in solicitation development, and contract administration.	COOPERATIVE PORTFOLIO COORDINATOR (CPC) Each portfolio includes a CPC to support the facilitation of each NVP portfolio. Our Team consists of 3 CPCs. The CPC serves an active role in facilitating the logistics of a successful procurement. Often working behind the scenes, they play a vital role in leading out in coordinating scheduling among our Sourcing Team meetings (both virtually and in person), coordinating with our NASPO C&E team on logistics for lodging and flights for in-person Sourcing Team meetings, as well as providing direct research and expertise to the CPM and State Lead as needed throughout the procurement process.
NASPO LEGAL Each NVP portfolio is assigned a named NASPO legal support resource. 2 NASPO attorneys support this function. This resource is available to Lead States supporting the cradle-to-grave procurement process – RFP development, master agreement negotiations, portfolio administration, etc. NASPO's legal team is more readily accessible to support directly within each of our procurements.	SUPPLIER ENGAGEMENT Each NASPO portfolio is supported by a newly established Supplier Engagement team. This team leads out in supporting our NASPO suppliers, putting them in the best position to support our Members and public entities using the resulting contracts.



SIMPLE, REPEATABLE PROCESS

Our ValuePoint procurement process continued undergoing refinement. We refined the purpose that the Lead State Acknowledgement (Project Charter) and Lead State Questionnaire serve in our process to better support our State Leads throughout the procurement process. We refined our process for selecting a Lead State (the State selected to lead out in the NASPO solicitations, whose laws govern the process and holds the master agreements), State Lead (the individual designated by the Lead State in coordination with NASPO to lead the day-to-day administration of the portfolio), and Sourcing Team (the multi-state sourcing team who supports our State Lead and NASPO in developing the best-in-class cooperative portfolio). This process will continue undergoing continuous improvement as we work to establish new portfolios to meet our Members' ever-changing needs, shorten our procurement timeline, and eliminate contract extensions.



PREDICTABILITY IN OUR PROCUREMENT PROCESS

A NASPO Project Manager (PM) is assigned to all NASPO solicitations. This PM, in coordination with the CPM, works with our State Lead in establishing a timeline for each solicitation and subsequently supports the facilitation of completing the NVP Procurement pursuant to that timeline. This PM plays a vital role in ensuring all stakeholders (i.e., NASPO CPM, Marketing, Legal, State Lead, Lead State CPO, State Legal, etc.) are brought to the conversation at the outset of a procurement, setting a clear understanding of the targeted goals and deliverables throughout the process, and subsequently throughout the timeline being a check to ensure objectives are being completed.



INCREASED TRANSPARENCY TO OUR MEMBERS
Portfolio Action Tracker

Implemented the Portfolio Action Tracker on each of our NVP portfolios. This Tracker is publicly accessible on each NVP portfolio landing page on our website. The Tracker provides the most up-to-date synopsis of what phase (phases listed below) the re-solicitation is at in the process. This Tracker provides greater transparency to public entities as they manage the transition of an expiring portfolio to the newly re-solicited portfolio.

- 1. Phase 0 - Pre-Solicitation Activities
- 2. Phase 1 - Solicitation Development & Pre-Posting Activities
- 3. Phase 2 - Public Posting
- 4. Phase 3 - Evaluation and Award
- 5. Phase 4 - Protest (if applicable)
- 6. Phase 5 - Contract Development & Execution

New Portfolio for EV Charging Stations

ValuePoint, in coordination with our Lead State of Maryland, is on the cusp of making a new portfolio available to our Members for Electric Vehicle (EV) Charging Stations. We are targeting the availability of this new portfolio come January 2024.

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LEADS TRAINING & SUPPORT

In February 2023, we held our annual NASPO Leads Conference in San Antonio, Texas, and our follow-up Mid-Year Leads Meeting in Cleveland, Ohio. These meetings/conferences provided in-depth training, networking, and professional development for our State Leads and Sourcing Teams.

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SUPPLIER ENGAGEMENT

Previously a support function for NASPO ValuePoint, NASPO's Supplier Engagement strategy has shifted and expanded into a robust and comprehensive program for the Cooperative Division that will support both suppliers and state members. Under the leadership of a new Deputy Chief Cooperative Procurement Officer, NASPO's 2024 Supplier Engagement strategy will include brand-new events, training programs, expanded partnerships, and more!



2023 Awardees



The Cronin Awards recognize outstanding procurement projects that demonstrate innovation, professionalism, and measurable benefits. This year's finalists were:

ARIZONA

SPO LIBRARY
Project Presented by:
Jessica Klein, Compliance
Deputy Assistant Director

FLORIDA

MODERNIZED QUARTERLY SALES
Reporting Presented by:
Jillian Green, MFMP
Operational Lead

MICHIGAN

LIFECYCLE SUPPLIER OUTREACH & RELATIONSHIP MANAGEMENT
Presented by: Shawn
Vaughn, MiDEAL and
Outreach Program Manager

MICHIGAN

PROFESSIONAL DEVELOPMENT FOR IT PROCUREMENT
Presented by: Genevieve
Hayes, Division Director of
Policy and Training

UTAH

SUSTAINABLE PROCUREMENT ADVANCEMENTS
Presented by: Michelle
Brown, Coordinator of
Resource Stewardship

After committee review, the 2023 Cronin Award winners were:

3

ARIZONA
SPO Library Project

1

MICHIGAN
Lifecycle Supplier
Outreach &
Relationship
Management

2

MICHIGAN
Professional
Development for
IT Procurement



The Emerging Leader Award recognizes public procurement leaders and managers with 2-5 years of experience who consistently inspire their teams to excel while improving processes.

WINNER

TOSCA MCCORMICK, Procurement Policy and Outreach Manager, Texas

Described as a natural collaborator driven to improve policies and procedures, Tosca has demonstrated dedication to enhancing procurement efficiency and effectiveness throughout her division. She leads three vital teams in Texas public procurement.

FINALIST

ANDREW HENNIG, State Purchasing Officer/Senior Policy Advisor, Illinois

Andrew's innate ability to form relationships helps the agency achieve needed results, according to his Primary Member. While adhering to policies, Andrew brainstorms creative solutions.



The Rising Star Award honors professionals with 1-5 years of public procurement experience who demonstrate future leadership potential and champion the profession.

WINNER

THAYNE PEARSON, Purchasing Officer, Idaho

Thayne is a thoughtful, strategic procurement professional who develops strong stakeholder relationships and achieves the best solutions for Idaho.

FINALIST

HEATHER DRYMON, Purchasing Analyst, Florida

Heather leads by example, sharing procurement knowledge and providing excellent customer service. She is known as the expert on contractor sales reporting.



The Giulio Mazzone Distinguished Service Award recognizes service on a continuing exemplary basis to the public procurement profession.

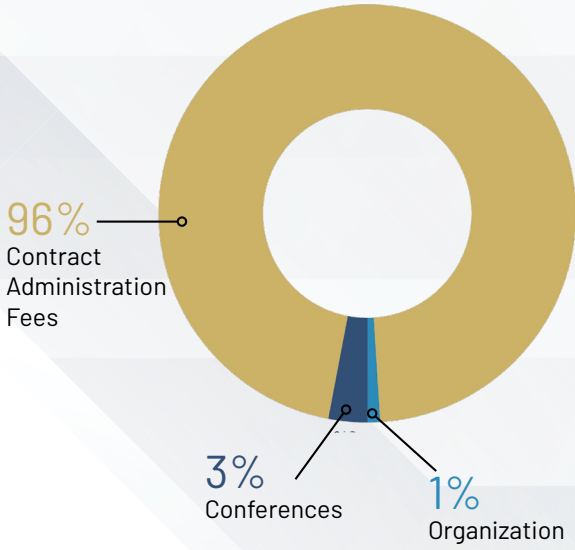
DEB DAMORE, Director of the Vermont Office of Purchasing and Contracting, and former NASPO President, was awarded the 2023 Mazzone Award for her outstanding contributions to NASPO and public procurement. Damore was instrumental in the development and launch of NASPO's successful Procurement U that is filling a gap in state procurement training, while helping to create an educational career path in public procurement.

The Mazzone Task Force, which is comprised of former recipients of the award, selects an awardee only when it determines that a candidate meets specific criteria, which includes dedication to lawful and sound procurement principles, significant contributions to the mission of NASPO and/or the field of procurement, advancement of professionalism in procurement activities, personal and professional integrity in procurement practices, active mentoring or support of peers in the procurement profession, and commitment to continual improvement in procurement practices. It is not mandatory to present the award annually. Nominations are open to anyone who meets the criteria, including, but not limited to those who have held office within NASPO, and who are current or past members.

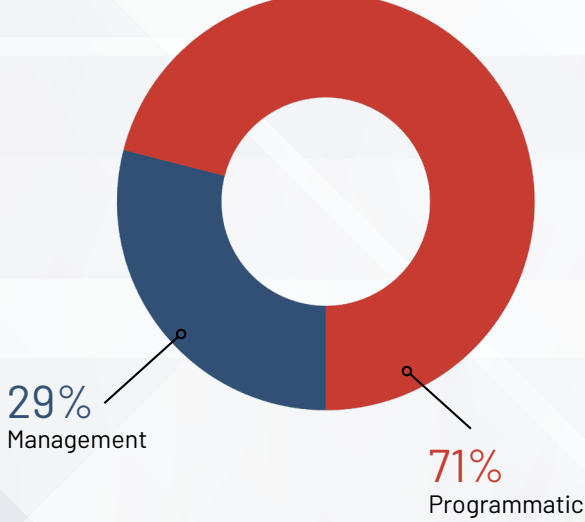


FINANCES

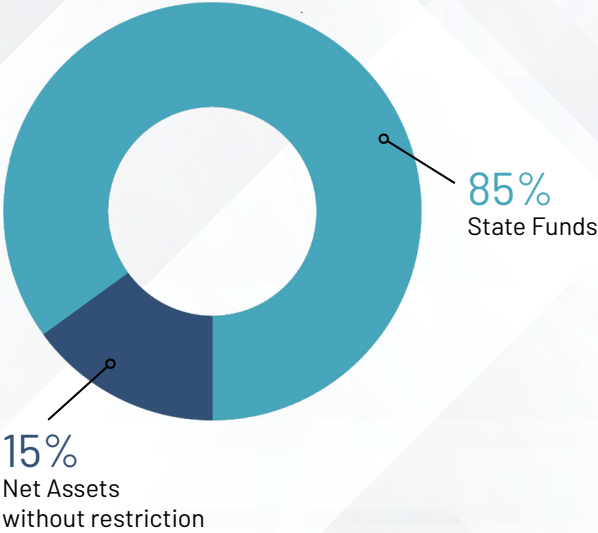
TOTAL REVENUE



TOTAL EXPENSES



BREAKDOWN OF NET ASSETS



2023 NASPO BOARD OF DIRECTORS



PRESIDENT
Delbert Singleton
Division Director
State Fiscal Accountability Authority
Division of Procurement Services
South Carolina



PRESIDENT-ELECT
Valerie Bollinger
Chief Procurement Officer
Division of Purchases
Idaho



IMMEDIATE PAST PRESIDENT
Deborah Damore
Office of Purchasing and
Contracting Director
Vermont



SECRETARY/TREASURER
Steven Berg
Director of Procurement
Bureau of Administration
Office of Procurement Management
South Dakota



NASPO VALUEPOINT EXECUTIVE COUNCIL CHAIR
Jared Ambrosier
Chief Procurement Officer
Office of Technology,
Management & Budget
Michigan



Angela Shell
Chief Procurement Officer
Department of General Services
California



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



Mike Perry
Chief Procurement Officer
Central Purchasing Office
Tennessee



Bobby Pounds
Chief Procurement Officer
Texas Comptroller of Public Accounts
Texas

2023 COMMITTEE LEADERSHIP

CONFERENCE AND EVENTS COMMITTEE:

Chair: Deb Damore, Vermont
Vice-Chair: Bobby Pounds, Texas

ADMINISTRATION COMMITTEE:

Chair: Valerie Bollinger, Idaho

MAZZONE COMMITTEE:

Chair: Dugan Petty, Life Member

CRONIN AWARD COMMITTEE:

Chair: Thor Vue, Alaska
Vice-Chair: Mindy Birk, Alaska

PROFESSIONAL DEVELOPMENT:

Chair: Angela Shell, California
Vice-Chair: Jared Ambrosier, Michigan

FINANCE COMMITTEE:

Chair: Steve Berg, South Dakota
Vice-Chair: Mike Perry, Tennessee

EMERGING LEADERS COMMITTEE:

Chair: Will Camp, Michigan

NASPO CHIEF EXECUTIVE LEADERSHIP TEAM

Lindle Hatton, Chief Executive Officer

Zachary Christensen, Deputy Chief Cooperative Procurement Officer

Priscilla Gandy, Deputy Chief Conferences and Events Officer

Susan Gonzalez, Chief Conferences and Events Officer

David Gragan, Chief Administrative and Strategic Operations Officer

Jordan Henson, Deputy Chief Learning Officer: Procurement U

Courtney Iversen, Deputy Chief Cooperative Procurement Officer

Justin Kaufman, Chief Legal Officer

Solomon Kingston, Deputy Chief Cooperative Procurement Officer

Daniel Kruger, Deputy Chief of Administrative and Strategic Operations

James Mason, Chief Technology Officer

Rebecca Montaño-Smith, Deputy Chief Learning Officer: Research and Innovation

Matthew Oyer, Chief Learning Officer

Jennifer Salts, Chief of Staff

Jaime Schorr, Chief Cooperative Procurement Officer

Fay Tan, Deputy Chief Legal Officer

NASPO STAFF

Joel Atkinson, Cooperative Portfolio Manager

Teddy Ayele, Salesforce Administrator

Shaquasia Barksdale, Partnerships Coordinator

Kaitlyn Barringer, Training and Development Specialist

Lauren Bonkowski, Accountant

James Bregenzer, Director of Online Services

Jessica Burton, Cooperative Portfolio Manager

Teressa Caldwell, Contract Compliance Auditor

Felisha Canillas, Conferences and Events Planner

Richard Carlson, NVP Cooperative Contract Revenue Analyst

Jared Chaney, eProcurement SME

Anita Chism, NASPO Cooperative Project Manager

Abbi Chittenden, Cooperative Portfolio Manager

Ashlee Cortes, Conference & Events Coordinator

Kelsey Craig, Education Program Manager

Emily Cranfill, Procurement Content Manager

Robin Cuevas, Conferences and Events Planner

Kate Davila, Director of Marketing and Communications

Matthew Davis, Computer Systems Administrator

Joshua Descoteaux, Cooperative Portfolio Manager

Kristine DeWitt, Director of Conferences and Events

Ruth Ann Donahue, Payroll Coordinator

Heather Drymon, Cooperative Portfolio Coordinator

Katherine Farias, Administrative Assistant

Lauren Fields, Accountant

Brice Fiske, Legal Counsel

Rachel Frizzell, Human Resource Manager

Stephanie Gale, Training Program Manager

Kinzie Gaunce, Research Project Manager

Samantha Gerard, Director of elearning

Micah Gibson, Communications Coordinator

Telice Gillom, Procurement Content Manager

Becky Gourde, Curriculum Specialist

Hope Brooks-Green, Communications Coordinator

Maya Griffin, Director of Member Engagement

Beth Harrison, UPPCC Project Coordinator

Eric Hellen, Director of Business and Data Analytics

Katie Hines, Cooperative Portfolio Coordinator

Stephanie Hoke, Senior Accountant

Rain Jensen, LMS Coordinator

Clayton Knight, Event Technology Coordinator

Tabitha Labrum, Design Coordinator

Esther Lake, UPPCC Certification Manager

Megan Lancaster, Senior Research Manager

Bart Lemmon, Director of Strategic International Initiatives

Ronda Maass, Communications Manager

Kimberly Meacham, Web Content Coordinator

Caroline Miller, Supplier Engagement Manager

Kevin Minor, Media Production Project Manager

Isabel Moncada, Conferences and Events Planner

Neha Nehru, Director of Data Analytics

Amy Pfaffenbach, Conferences and Events Planner

Lee Ann Pope, Director of Cooperative Outreach and Coordination

Wanda Pyle, Director Of Human Resources and Risk Management

Laxman Ramireddy, Data Architect

Lydia Ruiz, Corporate Paralegal

Mupenzi Safari, Web Developer/ Content Coordinator

Bob Sievert, eProcurement SME

Caitlyn Simmons Flory, Conferences and Events Planner

Megan Smyth, Director of Legal Education

Tia Snyder, Cooperative Portfolio Manager

Dan Stadnyk, Controller

Kelly Stein, Deputy Director of Marketing and Communications

Chadwick Stephens, Research Manager

Reed Stevens, Research Coordinator

Derrick Strand, UPPCC Executive Director

Sky Toland, Instructional Designer

Anna Totzke, Cooperative Portfolio Coordinator

Dana Warth, Member Experience Specialist

Brandi Willard, Director of Partnerships





NASPO[®]
National Association of
State Procurement Officials