



October 31, 2017

Re: Creating the Future Value and Strength of MAPPS

Dear MAPPS Member and Colleagues.

As you may be aware active participation at MAPPS events and membership levels has steadily declined over recent years. Year over year MAPPS has neither substantially grown the number of member firms nor expanded their participation in our professional meetings. Such a “flatline” appears to be a nationwide trend in professional associations and is not acceptable. To address these negative trends, your MAPPS Board of Directors (Board) has been working with John M. Palatiello & Associates (JMP&A) to create a variety of remedies to reverse this situation, and to address a recurring concern expressed by our membership on the current value and declining return on investment of time, effort and money into our Association.

The Board acknowledges that economic turbulence within our national economy and political landscape may be attributable to ownership transitions, company consolidations, government procurement practices or other factors that effected participation within MAPPS. Remaining positive about the future, many feel that our national economy is poised for growth. This economic resurgence should present the stimulus for improving the value offered from MAPPS.

Focusing on the future, your Board believes it is imperative that we act in ways that reinforce the value delivered to our present members, while attracting new firms to your Association. Accomplishing this positively positions our ideas and actions even if there is turbulence ahead. As Peter Drucker stated about business management and practices:

*“The greatest danger in times of turbulence is not the turbulence – it is to act with yesterday’s logic.”*

With the future interests of MAPPS in the forefront of our actions, while avoiding tired logic, your Board determined that the MAPPS Management Agreement annually contracted with JMP&A will not be automatically renewed for 2018. Instead, the Board is now planning the transition with JMP&A and has several steps in motion to direct the Association. To be transparent with all members, over the next few weeks the Board will be actively communicating more details about the benefits, challenges, process, and timing of the transition.

Your Board has been working with over twenty-five members (since August) to define the many positive aspects and value of MAPPS with the intent of creating a better approach to prepare our Association for success moving forward. Over the past year your Board also consulted with many present and past members on the challenges facing MAPPS and potential changes mentioned in this letter. We've heard feedback from government stakeholders and solicited insight from our technology and media partners. A culmination of this outreach will be presented at the 2018 Winter Meeting, as well as conducting several visioning and strategic planning workshops. These outcome-based discussions will allow input from you as we "set the heading" for a strong sustainable Association. Please make your plans today to attend this very important Winter Meeting beginning January 29<sup>th</sup> in Kissimmee, Florida.

In closing, it is the Board's intent that our Association continue to stand for advocacy on behalf of our membership, quality-based procurement practices, and maximum use of the private sector. As we move forward we will measure our accomplishments through growing the number of members and a legislative and regulatory environment that sustains a vibrant private sector marketplace which offers opportunities for our businesses to become stronger.

I ask for your support as together we build a new and solid foundation for MAPPS. As always, please contact me at 303-353-3900, or [brian.raber@merrick.com](mailto:brian.raber@merrick.com) if you have any questions. Your Board members and I look forward to working with all of you.



Brian Raber, CMS, GISP, GLS

MAPPS President

Copy to MAPPS Board of Directors