Article: Kalamazoo and the Fed
By Neil Markee, Editor in Chief-Purchasing Link

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Read Article

From the President: What Will You Do at the Annual Meeting?
By Valerie Rhodes-Sorrelle, M. P. A. , C. P. M.

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Read Article

From the Editor: Not for profit/ROI?

Once, the certain ROI of higher education was assumed by faculty, students, parents, donors, the business community and all levels of government. But all has changed as the relationship between student and educator has evolved. Now it’s all about customer satisfaction, and these customers have demanding advocates with a firm grip on the industry's purse strings.

Higher education has become big business, big enough to influence the national economy for better or worse. Good news, I guess, because it guarantees we will not be ignored by the federal government. But it means Washington wants to see ROI confirmed by businesslike accountability.

Commentary: Kalamazoo and the Fed
By: Neil Markee
Editor in Chief-Purchasing Link

"College Uses Tests Results To Show Value" was the headline a half-page article published on page three of the February 21, 2014 issue of the Wall Street Journal. Kalamazoo College is testing students at the beginning of their experience at the college, again at graduation, and publishing a comparison of the test scores in an effort to document the benefit gained through their educational experience at the college.

"Four years ago, Kalamazoo College faced a shrinking number of Michigan high-school graduates, declining applications and an endowment hammered by the recession." "Then the small, picturesque liberal-arts school decided on a bold step. It started publicizing test results showing what its students had learned in their four years - a surprisingly rare strategy in a higher-education industry that usually prefers to keep such things private." (Emphasis added) Publication of the results seems to be having a positive impact on the institution's dollar sign bottom line.

Clearly, the college was concerned about the public perception of the benefit of the educational services they provide, and maybe saw a way to enhance the reputation of their diploma within the business community and move away from the immediate post-graduation job hunt as the default measure of educational value while adding heft to the resume of departing students.

The article noted that Minnesota's St. Olaf College and New York’s Sarah Lawrence have taken similar steps to share data concerning what their students have gained through their experience with the college. Arizona State University’s John Riley has told me that his institution is developing before-and-after means to measure the benefit of attending ASU.
Why was Michigan's little Kalamazoo College the subject of a highly favorable lengthy article prominently displayed in the Wall Street Journal, certainly one of the most influential daily papers in the U.S.? Because, in attempting to systematically measure their own performance and having the will and courage to share what they learned publicly, they had taken steps that author Douglas Belkin and his editor thought were unique, constructive, overdue, and, bold. I imagine there were well-deserved rounds of high fives in Kalamazoo that Friday morning after that WSJ issue was published.

I don't know what the test at Kalamazoo asked. Obviously, their testing approach isn't comprehensive, and I suspect they would concede it isn't anything close to a perfect yardstick others might adopt, lock stock and barrel. Whatever they learned isn't likely to provide a meaningful number used in the budget or on a grant application. The most significant aspect is probably their commitment to accountability and transparency.

On the same day, there was a lengthy article published on the first page on the business section of the New York Times headlined "Hefty Debt For Students May Be Yoke On Economy." The article discusses the debt's negative effect on students, families and the economy. The author noted that the "consumer debt that is credited with leading up to the Great Recession has largely been brought under control via more stringent lending standards "except for one type of debt: student loans." The article suggested that the Federal Reserve is at least as concerned about the negative aspects of the debt incurred as the college was about its reputation. "At one time, student loans were a clear way to provide economic opportunity to people who might not have been able to attend college otherwise. In many cases, they still are. But, increasingly, it is becoming obvious that student loans are creating large problems that may persist for decades to come. They will impoverish some borrowers and serve as a drain on economic activity." That calls into question the value of the educational services provided in some cases. Perhaps, "Do No Harm" should be added to some mission statements.

After examining consumer lending via Equifax data, the Fed concluded that young adults with substantial student loan debt were less likely to be able to join the economic mainstream and had worse credit scores than those who have not taken advantage of the easy credit of student loans. This was seen as serving as a significant brake on national economic activity.

Overall, the article on the front page of the business section of the New York Times was not sympathetic to higher education. I doubt you'll find it pasted in the happy memory pages of many governing board members' scrap books.

Kalamazoo College is concerned about selling the value of its program and the Fed is concerned about the effect of the cost of higher education on the economy. What does all this have to do with purchasing in support or the business side of higher education?

The employment issues associated with the Great Recession has focused attention on higher education. Critics are concerned about what we teach and what it costs. At least one influential participant in the discussion sees a link between the two. The Journal article quotes Richard Freeman, Massachusetts Commissioner of Higher Education and former president of Northwestern University, as having said, "At most schools we don't really know what learning is going on." And a few lines down adds, "Mr. Freeman, the former president of Northwestern University, hopes that transparency will create a level playing field for competition between schools and help make a fact-based case for state support."

The White House has expressed concern over the cost of higher education, called for a college rating system and offered suggestions on how performance might be measured and maybe "incentivised" to use a term probably invented during the Dot Com interlude. The Journal article noted, "Schools have resisted the Obama administration's call for a college-rating system that could tie federal grants and loans to student performance during and after college."

Some sort of businesslike measure is increasingly likely to be used by the federal government, states, parents and others to evaluate both the value and the cost of the colleges and university experience. At some point, financial support may be tied to that determination. Just about every public and private institution is one way or another dependent on tax dollars in the form of exemptions, deductible donations, student aid, grants, contracts or appropriations. An institution's reputation for how well it manages its financial affairs will influence its success there. Accountability extending well beyond the borders of the Obama administration and requiring a new level of transparency is likely to become an increasingly important component of monitoring stewardship. The financial connection envisioned by Commissioner Freeman would guarantee campus leaders will be paying attention.

Given the daunting challenge of evaluating and quantifying instructional benefits on anything close to a businesslike basis, more than likely any examination of the cost effectiveness of any educational program will focus on its cost. Recently published critical articles concerning growth in the size and cost of administrative staff suggest non-instructional "overhead" will be under the lens.

NAEB's (now NAEP) benchmarking study conducted years ago asked carefully selected purchasing professionals how many, how often, how long, how much and similar questions in an effort to refine the definition and metrics of best practice in a variety of procurement and business services areas. We may well see a similar approach used again but on a broader basis, covering every campus activity generating significant cost or revenue. Questions are likely to address matters well beyond the traditional bounds of direct purchasing responsibility. However, where some level of central purchasing...
exists, the purchasing department typically serves virtually every activity on campus and their purchasing professionals now have an opportunity to participate in the discussion by helping to accurately compute costs, develop responses and, perhaps, proactively suggest alternatives.

Knowing the cost to deliver what are seemingly similar benefits on several campuses suggests it may be practical to better understand the options available but does not provide a blueprint. That colleges and universities are organizationally unique was reaffirmed during our effort to develop benchmarks in business service areas. What was appropriate at one institution might not be a good fit at another. And so we sought to help business leaders understand what others were doing in business process areas to assist them in evaluating their own policies and procedures.

Michael Crow, the president of Arizona State University, in an extensive interview with Douglas Belkin published in the March 10, 2014 issue of the Wall Street Journal, argues convincingly that seeking to simply replicate what exists at a leading institution “...is a crushing force against innovation and adaptation because then everything is driven by the leader. Then there really are no innovations and no adaptations to change because the leader sits in a different environment than other institutions sit in.”

If you are serious about maximizing purchasing’s contribution to the health of your institution, you really need to read all three of these significant articles and consider purchasing’s role in the “correction” on your campus.

What’s happening on your campus?

What Will You Do at the Annual Meeting?

Valerie Rhodes-Sorrelle, M. P. A. , C. P. M.
Grand Valley State University
NAEP President 2013-2014

Next month, I hope to see many of you in Louisville, KY for the Annual Meeting. It is a wonderful opportunity to catch up with our old friends and professional colleagues as well as make new friends and business connections.

There are several events and happenings that I would like to highlight as you make your plans:

• The Leadership Forum on Sunday is worth the investment. If you are a leader at your institution and within NAEP or you would like to become one, this all-day training is a must!
• The Host Event this year is a little different than in past years. Be sure to arrive in Louisville by Sunday afternoon so you can catch the bus to the Churchill Downs Kentucky Derby Museum in the evening. This festive event will put you in the right mood to kick off your meeting!
• The NAEP Contract Library Portal will launch at the meeting. This is your one-stop source to search and compare contracts! The NAEP Exhibit Booth will have demonstrations on how to use the portal.
• Speaking of the Exhibit Hall, we have over 130 vendors ready to offer their products and services to help us with our toughest challenges. Additionally in the hall you can bid on your favorite items during the raffle to raise money for NAEP scholarships and you can participate in a very worthwhile service project.

Our workshop presenters and keynote speakers have spent significant time preparing for their presentations. Our daily keynote speakers will inspire and energize us all.

You will have to make a keynote speaker choice on day one! Three energizing speakers will try to convince you to attend their full-length session immediately following the general session. Will it be Communications? Negotiations? Social Media? Choose wisely! On Tuesday, Mark Scharenbroich will share how the phrase “Nice Bike” helps individuals become more engaged and passionate about serving others. And our closing keynote speaker is Tori Murden McClure, President of Spalding University. Read about her amazing journey here.

We have 45 workshops on various topics in six specific program tracks over the three-day event. I encourage you to attend as many workshops as possible to learn the latest best practices and hear what your colleagues are up to. Here are a few of the workshops that I am looking forward to attending:

• Communicating Strategically to Make an Impact
• Spend Analytics: We have implemented a spend analytics solution and have greater data visibility, what do we do now?
• How Diversity Has Grown and Changed
• Perspectives on Supplier Relationship Management
• Advancing Procurement through Effective Employee Performance Management
• Managing Inbound Freight Costs
• Leadership in the Age of Twitter

See which sessions you would like to attend by reviewing the full program here. Did you know that with our mobile conference app you can create a customized session schedule while at the meeting? Directions on downloading the mobile app will be available on the NAEP website ahead of the meeting.

With so much available to you at the meeting, you will come out further ahead than where you started. You will end up “in the Winner’s Circle!”
Meet Our Newly Elected Board of Directors

We are pleased to announce three new members to the NAEP Board of Directors, elected by our Members of Record. Voting was done by electronic ballot and closed on March 4, 2014. Board members will take office during the Annual Meeting in Louisville, Kentucky.

NAEP thanks to Denise O’Brien from Michigan State University for serving as Teller of the Ballots for 2014 Board election. Thank you to everyone who voted in the election of your leadership!

Our new Board Members are:

• Second Vice President: Denise Finn, CPPO, C.P.M., CPPB, University of Kentucky
• District III Director: Loette King, CPSM, CPSD, Emory University
• District VI Director: Charlene Lydick, C.P.M., University of Colorado

Also approved to advance by rotation into their new positions were:

• President: Cory Harms, M.S., Iowa State University
• Senior Vice President: Lisa Deal, C.P.M., University of Florida
• First Vice President: Kelly Kozisek, CPPO, CPPB, Oregon State University

93rd NAEP ANNUAL MEETING

Kudos to Our Annual Meeting Program Committee

We gratefully acknowledge the following volunteers who have worked vigorously throughout the past year to prepare the 2014 Annual Meeting Program. This is always a Herculean task and these Members are, indeed, NAEP’s divine heroes.

• Cory Harms, M.S., Chair, Iowa State University
• Valerie Rhodes-Sorrelle, MPA, C.P.M., Grand Valley State University
• Barry K. Swanson, University of Kansas
• Karen L. Gross, C.P.M., CPPB, CTPM, University of Texas Medical Branch
• Mary A. Dukakis, Southern New Hampshire University
• Mary Martin, University of Colorado
• Sabra Schell, E&I Cooperative Purchasing
• Denise K. Finn, CPPO, C.P.M., CPPB, University of Kentucky
• Karin B. Coopersmith, LEED AP BD+C, Indiana University
• Mark Conley, C.P.M., University of Washington
• Michael A. Chmielewski, C.P.M., Law School Admission Council
• Nadia Quarles, Esq., University of Chicago
• Lisa Deal, A.P.P., C.P.M., University of Florida
• Dennis J. Fox, Woods Hole Oceanographic Institution
• Dawn Cadd, Wake Forest University
• Nicolle Gaillard, Wake Forest University
• Chad A. Anton, University of Cincinnati
• Kevin T. Carr, C.P.M., University of Maine System
• Judith Rees, C.P.M., A.P.P. Embry-Riddle Aeronautical University
• Bruce Cherrin, University of New Mexico

Plan Your Program

The meeting program is full of exceptional quality education. Review the full agenda here, including abstracts of each keynote speaker and every workshop.

Be on the lookout for our mobile app this year! Beginning in early May, we’ll launch the app for you to download. One of the many features of this app will allow you to build a customizable program. Don’t miss the session you really want to attend! The app will be available for iOS and Android.

Thanks to Our Creative Host Committee Members

For providing diversions both relaxing and exciting, we thank the 2014 Host Committee, who staff the Host Committee Area, where
attendees will find friendly greeters, information, and the Silent Auction tables. These creative volunteers also planned the Host Event, where attendees will experience a dazzling Kentucky Derby party.

- Denise K. Finn, CPPO, C.P.M., CPPB, Co-chair, University of Kentucky
- Sally Molsberger, Co-chair, University of Louisville
- Danielle Burris, Western Kentucky University
- Andrea Cashell, Eastern Kentucky University
- Blain Gilmore, MPA, Northern Kentucky University
- LaDonna Purcell, CPPB, Morehead State University
- Paige McDaniel, Morehead State University
- Aurelia L. Brandenburg, CPSM, C.P.M., Berea College
- Ken Baushke, C.P.M., Western Kentucky University
- Daniel G. Szajna, CPPO, University of Illinois
- Catherine A Simonds, CPPO, CPPB, University of Missouri System
- Ann T. Smith, Centre College
- Ashlee Tilford, Western Kentucky University

How to Justify the ROI of Attending Our Annual Meeting

Need to justify the return on investment to receive permission to attend? Use these points for your discussion with your boss. And see the Annual Meeting Cost Justification Toolkit.

- NAEP’s Annual Meeting presents incomparable educational and networking opportunities, including over 40 high-quality educational sessions; 3 keynote professional speakers; and more than 125 exhibitors in the Exposition Hall.
- The educational sessions cover tracks that are relevant to your institutions development, including Business Collaboration, Innovations in Procurement, Leadership & Strategic Planning, Applied Procurement Techniques, Management.
- New in 2014: IT
- These sessions offer over 30 Continuing Education Units, which contribute to your CPPO, CPPB, CPSM or state certification.
- The Exposition will open up a world of opportunities in products, services and ideas from which we can benefit.
- Attending the 2014 NAEP Annual Meeting will provide the opportunity to advance your professional career by offering great educational sessions within several industry relevant topics and fields as well as valuable networking connections. After the event, session presentations will be posted on the NAEP website for your review.

Leadership Forum

Additional fee required: $50 for Members, $100 for vendors and non-members
Sunday, May 18th: 9:00 am - 4:30pm

Led by Howard Teibel of Tiebel, Inc., NAEP’s Leadership Forum is offered every year at the Annual Meeting. It provides leadership development for Members who are currently in a leadership role such as regional and district board members, committee chairpersons and national board members. Members who are considering future leadership positions within NAEP or their institution are also encouraged to attend. The program focuses on current issues facing higher education professionals using an interactive presentation style. Attendees can expect to gain new skills, explore best practices in leadership and determine how to address challenges facing their specific role(s) within NAEP. Specifically, you will discover how to:

- Incorporate a methodology to developing strategic themes, goals and actions for your organization
- Utilize an implementation strategy to move a plan into action
- Assess your core leadership and influence skills
- Motivate volunteers and staff to work at optimum levels;
- Assess the changing needs of NAEP and your Institutions as the external environment continues to change
- Increase your relevance both in procurement and NAEP

Comparable leadership training can cost well into the thousands of dollars. NAEP is pleased to be able to offer this in-depth training for only $50 to members and $100 to nonmembers and vendors who wish to attend.

Special Events at the Annual Meeting

When you make your plans to attend the NAEP Annual Meeting in Louisville, be sure to participate in these additional events to enhance your conference experience. Additional fees noted where applicable. During the registration process, you’ll have the opportunity to sign up for these events. If you have already registered and would like to add one to your registration, please contact Shaunte Shelton at 443.543.5540.
Host Committee Event
Procurement in the Winner’s Circle, an NAEP Host Event in partnership with E&I
Sunday, May 18th: 7:00 - 10:00pm

Plan to arrive by Sunday late-afternoon to take part in the Host Event: Procurement in the Winner's Circle, an NAEP Host Event in partnership with E&I at the Kentucky Derby Museum at Churchill Downs. The first bus leaves for the museum at 6:30pm Sunday. There will be food, games, entertainment and fun waiting for you. Be sure to wear your finest Derby attire! Your full conference registration includes admission to the Host Event. Should you wish to purchase additional tickets for friends and family, the cost is $75.

Gerald F. Evans Golf Classic
Additional fee required: $65 fee and $25 for golf club rentals, if needed
Sunday, May 18th: 6:45am - 3:00pm
Covered Bridge Golf Club

Novices and experienced golfers alike will enjoy this Fuzzy Zoeller designed golf course in Southern Indiana. Enjoy a low-key and fun round of golf with your friends and colleagues. All proceeds from the tournament, including your golf registration fee, will benefit NAEP Scholarship programs! A light breakfast at the hotel will be provided, along with transportation to and from the course. After your round, relax and relive your best shots (or your worst)!

New Attendee Orientation
Sunday, May 18th: 4:45pm - 6:00pm

If this is your first time attending the Annual Meeting, or if you are new to NAEP and want to learn more about the organization, this event is for you. The friends and connections you make at this orientation will stay with you through your purchasing career.

Fun Run/Walk
Tuesday, May 20th: 7:00am
Sponsored by ESM

Begin your Tuesday morning on the right foot. Or the left foot as you walk or run a course through downtown Louisville. All participants will receive a t-shirt and light refreshments.

Raffle
This year, the NAEP Scholarship Committee will host a raffle instead of a silent auction. Thanks to many generous vendors, we will have a wide assortment of electronic devices such as Kindles and other e-readers. If you would like to donate a fun and festive prize to the raffle, please contact Lois Sarfo-Mensah at the NAEP National Office for details. Proceeds benefit NAEP Scholarship funds.

NAEP Service Project
We will once again offer a service project that will benefit the local Louisville community. This year, we are working with Projects With Purpose to create 300 baby kits for the local community. These kits, which you can assemble in the Exhibit Hall, will be delivered to the Sister Visitor Center in Louisville, KY.

Wear Your School Colors
Tuesday, May 20th

Join in the fun and celebrate your school by wearing your school colors on Tuesday, May 20th.

Hotel Information
Louisville Marriott Downtown
280 West Jefferson
Louisville, KY 40202

Make sure you have your hotel room reserved! The headquarters hotel for the 2014 Annual Meeting is the Louisville Marriott in the heart of downtown Louisville. The hotel is just steps from the Kentucky International Convention Center, the KFC YUM Center and the entertainment district 4th Street Live. NAEP has negotiated a discounted rate for the Annual Meeting of $162 per night, plus applicable taxes. Click Here to Reserve Your Hotel Online.

The Louisville Downtown Marriott Hotel is the official headquarters hotel for the NAEP 2014 Annual Meeting. At this time, NAEP has not contracted with any other hotel to offer additional or overflow hotel rooms. You will only receive a discounted room rate by reserving your room at the Louisville Downtown Marriott.

Hotel Phone: (502) 627-5045 or (877) 901-6632. Mention either “NAEP” or “National Association of Educational Procurement” to receive the discounted rate.

http://localhost/plink/April2014/index.htm
It's 8:00 a.m. EST. Do You Know Where Your International Travelers Are?

By Jennifer Hulsey
Director, Travel Services/Financial Operations, Emory University

Like other Universities and Colleges, Emory supports and encourages its faculty, staff and students in their international travel for conferences, presentations, research, collaboration, learning opportunities and any other academic or business opportunity. And, as their employer or their academic institution, Emory believes it has a responsibility to look out for the health, safety and security of its international travelers.

It is important to be able to assist travelers with pre-travel advice, planning and preventative programs specific to their destination prior to their trip. It is also important to provide them with in-country expertise, medical and security assistance and emergency help while they are there. This may include assistance with translators, interpreters, lost documents, ground transportation and other emergencies that might crop up while traveling, as well as evacuation services. A small handful of travel risk-management firms that provide these services are out there. Emory University chose International SOS.

In order for ISOS to assist our international travelers to the fullest extent, one key element is knowing exactly where each traveler is going and when. Ideally, ISOS needs their travel itineraries. But how do you keep tabs on all your travelers at any given time, especially when a lot of travelers would opt for a more private existence? Do you rely on each traveler to voluntarily provide his or her itinerary to International SOS prior to their trip just in the off-chance something may happen while there? While we recognize that there is no way to know 100% of the time where 100% of our travelers are, Emory University decided to utilize what we saw as the best strategy to know as much as we could about their whereabouts. So, we did the unthinkable and mandated the use of Emory’s three contracted travel agencies for all airline bookings.

Background
Emory University is located in Atlanta, Georgia with a smaller campus in nearby Oxford, Georgia. Emory is a private university with approximately 14,500 students and employs 13,000 staff and faculty. While not all of our students and employees travel internationally, each year Emory spends $10 million in airfare, with $2 million of that specifically for international travel. That’s about 2,800 international trips each year.

Before Emory University began mandating the use of specific travel agents, we offered up and recommended the use of three preferred travel agencies. There were small incentives for using these travel agencies, such as a minor airline discount, the ability to directly bill airfare to a cost center, the ability to track unused tickets, or perhaps simply the ability to talk to that same familiar travel agent that remembered you from last time you booked a trip. But this alone only resulted in approximately 60-70% utilization of the preferred travel agencies. The rest of the travelers were booking airfare anywhere and everywhere, including the airline direct sites and every online booking tool that appeared to have a bargain at that moment.

On July 7, 2005, the London subways were bombed. Emory’s three travel agencies were immediately able to tell us which of our travelers were potentially in London at that time, which allowed us to reach out to them to see if they were okay. However, we were completely unaware as to the whereabouts for the 30-40% of the travelers who had booked outside of our travel agencies. Where any others in London as well? We had no way of knowing.

Fast forward to 2010 - Emory University contracted with International SOS; however, we could not guarantee that International SOS would know where our travelers were. When we were informed that our three travel agencies could send daily feeds of each of our traveler’s itineraries and that International SOS could upload these feeds daily, we realized we had a potential solution. However, we needed more than 60-70% of our traveler’s information. At that point we decided to mandate the use of our travel agencies in April 2010.

In general, there were many advantages to Emory to mandate the use of these agencies. Funneling spend through accountable resources allowed us to negotiate discounts with the airlines. Knowing we had knowledgeable and reliable agencies looking out for our travelers, backed with a service-level contract, was another. But primarily, the biggest benefit by far has been knowing where all our travelers are at a given time through automated technology.

How are we doing since then?
The concept of International SOS as a resource is catching on. But, as with any emergency-based, insurance-like service, the backwards concept applies - the fewer needs and fewer incidences, the better. From rollout in May 2010 through today, our travelers have contacted and utilized ISOS 152 times. These inquiries/incidents can range from seeking medical advice, security advice, or legal advice to medical evacuations from one country to another.

What are the challenges we continue to face?
Resentment. While most of our travelers may find it comforting that Emory University has provided additional resources for them while traveling, Emory faculty, staff and students are not always happy with being directed to purchase from designated sources, especially when they feel they can always shop and find a better airfare price on their own.
Missing elements of travel: A lot of hotel bookings are not booked through our agencies. They are generally booked separately and at a different time, therefore not fed into ISOS. Unless the traveler uploads that detail themselves into ISOS, we do not know where the traveler is actually staying.

Changes made while traveling: While overseas, travelers may change their itinerary or schedule a side trip and use local travel arrangers. Unless they voluntarily upload this change into ISOS, we would be unaware of their change in plans.

Looking forward
It is easy to confuse common insurance with true travel “assistance,” and it has been easier to focus more on traveling students than on traveling University employees. But, it is possible that, with collaboration among key university stakeholders, buy-in and support from university administration and a clear policy and procedure, that a university’s ability to provide assistance is possible no matter how far-flung travelers might be at any time.

Research Project: NAEP The Transformation Roadmap!

NAEP and MetaProcure want to find out Where Your University Stands in Terms of the Transformation Roadmap!

Over the next few months, NAEP and MetaProcure will conduct a research project to discover how next generation capabilities procurement success in terms of Savings, ROI and Value Creation.

We would love your participation. Our team members will reach out to NAEP members to participate in a survey or be part of a focus group. If you would like to volunteer to participate in this study, we would value your input. Please contact Shane Boyle at sboyle@naepnet.org for more information.

Are Your Suppliers in the Contract Library Portal?

The NAEP Contract Library Portal is on track to launch at the Annual Meeting in May! We are very excited to bring you this new member benefit that will help you save significant time and staff resources. The portal will allow you to search and compare higher education contracts in one convenient location!

Do you have a favorite vendor or supplier that you would like to see in this portal? Tell them to upload their contract. Vendors can now upload their specific contracts to the portal ahead of the Annual Meeting. Send them to the NAEP website or forward them this link!

Calendar of Events 2014

IN-PERSON EVENTS

• 2014 Annual Meeting, Louisville, KY
  May 18 - 21, 2014
• 2014 Supplier Diversity Institute, Chicago, IL
  August 4-5, 2014
• 2014 Strategic Procurement Institute
  August 24-27, 2014
  Denver, CO

Regional Meetings

• Florida Annual Regional Meeting
  April 9-11, 2014
  Miami, FL

Ten other regions and districts have scheduled their regional meeting already. Click here to find out when and where your local meeting will be held.

WEBINAR SERIES
Sustainability on Campus

- **Cornell Stops Sale of Apparel Linked to Labor Abuse**
  After an incident killing 1,120 Bangladeshi workers, Cornell University now requires its apparel licensees to abide by the Accord on Fire and Building Safety in Bangladesh, a five-year agreement between apparel companies and Bangladeshi unions that legally binds its signatories to create safe working environments.

- **Four Virginia Colleges Announce 100% Renewable Electricity**
  Coordinated by the Council of Independent Colleges in Virginia, Hollins University, Emory & Henry College, Lynchburg College, Randolph College and Sweet Briar College have entered into agreements to provide the schools with electricity produced from landfill gas.

- **Ball State University to Stop Burning Coal**
  After nine decades of burning coal, Ball State University will stop using the fossil fuel sometime in March 2014. The university is preparing to shut down its four coal-fired boilers that produce steam for heating, hot water, cooking and laundry on campus. The university is in process of installing a large geothermal system, what the U.S. Department of Energy is calling the "nation's largest geothermal heating and cooling system, and continues to operate three natural-gas-fired boilers.

From AASHE Bulletin 2014

**Quote of the Month**

This isn’t just “another day, another dollar.” It’s more like “another day, another miracle.”

– Victoria Moran, *Lit From Within: Tending Your Soul for Lifelong Beauty*