Climate Change Cogitations
By Neil Markee, Editor in Chief-Purchasing Link

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Commentary by Cory Harms

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- Cory Harms, NAEP President

From the Editor

The media issue of our times, aside from shooting wars and political wars, seems to be climate change. The posting this month mentions four recent articles. There was another in the July 9, 2014 Wall Street Journal titled “A Climate Activist Bags Himself.” And, on the eve of sending this copy for proofreading, yet another in the July 22, 2014 New York Times titled “Corralling Carbon Before It Belches From Stack.” The first is fun to read if you’re a bit of a cynic, but you will not learn much about the climate-change issues. The second is a very interesting discussion of current carbon-capture and storage (CCS) technology and, I think, is must reading.

The massive reductions in carbon emissions associated with commercial power-generation that are called for to meet the national goals under discussion, could require U.S. institutions of higher learning to reduce their consumption/contribution over the next forty years to maybe 10 percent of their current output. The four-decade time-frame suggested in the United Nations study is far enough out to allow many of us to excuse ourselves, in the hope that someone else will come up with a solution down the road - using technologies that are less than pipe dreams now. But I think it’s safe to say that governing boards who believe that climate change is a serious problem will not willingly permit their institutions to coast along on a business-as-usual basis, hoping for an unforeseen breakthrough in technology to painlessly solve the problem. And then there is the unmentioned issue of who is going to pay for all this globally.

How would your institution reduce its direct and indirect carbon emissions by 4 percent annually for the next forty years? And then there is the money issue. Even tax exempt institutions pay the taxes that vendors pass through as costs.

Commentary: Climate Change Cogitations

For those interested in climate change, and I assume every campus business-leader is, there has been no shortage of thought-provoking articles in the national media of late. The June 22, 2014 New York Times headlined “The Coming Climate Crash” and added, “We need to tax carbon dioxide emissions to protect the economy.” That's the opinion of Henry M. Paulson Jr., a Republican, chairman of the Paulson Institute at the University of Chicago and Secretary of the Treasury from July 2007 to January 2009. He sees the buildup of carbon in the atmosphere as a slow-motion collision with an inevitable crisis and argues, “The solution can be a fundamentally conservative one that will empower the marketplace to find the
efficient response. We can do this by putting a price on emissions of carbon dioxide - a carbon tax."

On the first page of the June 24, 2014 New York Times, Adam Liptak reported, "Justices Uphold Emission Limits on Big Industry." A subhead reminded us that the subject was "Greenhouse Gas Curbs" and, under the main headlines, the paper added "But Court Faults E.P.A. on Rational, a Sign of Hurdles Ahead" - in recognition of the court's admonition curbing internally granted expansion of EPA authority.

A few days later, on July 9, the Wall Street Journal published a brief article by Vanessa Mock titled, "EU Funds Coal Project."

"Brussels - Europe's first large-scale project to turn coal into a clean fuel was given hundreds of millions of euros by the European Union Tuesday, hoping the technology could finally get off the ground." The goal of the White Rose Project is to, "shed light on the true potential of carbon capture and storage, known as CCS, in fighting global warming." The project involves cooperating with a working, coal-burning, power-generation plant in the Yorkshire region of the U.K. to capture and store carbon emissions. The substantial funding provided may demonstrate faith in and commitment to technology to address a difficult global problem.

On the same day, a lengthy article appeared in the New York Times. A group of energy experts had drafted a report, which the United Nations has released, "that explores the technological paths available for the world's 15 main economies to both maintain reasonable rates of growth and cut their carbon emissions enough by 2050 to prevent climate havoc." Teams in each of the 15 countries "looked at what would be necessary to keep the atmosphere from warming more than 2 degrees Fahrenheit above the preindustrial average of the late 19th century, a target that most of the world committed to at the climate-change summit in Copenhagen five years ago. "In terms of carbon emissions, that amounts to about 1.6 tons annually for every individual on the planet. According to the article, "that is less than a tenth of annual American emissions per person today and less then a third of the world average. Given the best effort of all involved, the 15 could only envision an overall world wide reduction to about 2.3 tons." Clearly, the authors believe we have a long way to go. Apparently the group based its hope for a better outcome than seems logical on faith in more rapid progress in unproven technologies.

The front page Times article by Eduardo Porter was headed, Blueprints For Taming Climate Crisis. The teaser was "A heroic cooperative effort will be needed, an economist says." The quote is attributed to "Jeffry D. Sachs, the Columbia University economist who directs the Sustainable Development Solutions Network at the United Nations which convened the multinational teams." Given world history, the happy, cooperative situation envisioned probably amounts to a fond hope. The tragic endings of two Boeing 777 flights have demonstrated, once again, that even simple cooperation among nations ever-competing on many levels - with sometimes conflicting interests and shackled by ineffective governments and old animosities - isn't easy to orchestrate.

The article makes several important assumptions. One of the most significant is that we have until 2050 to put major effective corrective changes in place. Many people living in low-lying or other areas likely to be adversely affected by climate change first might not agree. Another assumption is that economically viable, large-scale carbon capture and storage will be available in about a decade. That is not a sure thing, by any means, although the potential economic benefits provide a huge incentive to develop a breakthrough, viable system. "Economically viable" is the key. One CCS system now in operation consumes roughly 20 percent of the power generated. At that cost, and given the price and availability of natural gas, burning coal and capturing the carbon emissions may not be a competitive proposition. The article assumes that second-generation biofuels will be a factor by 2020, and affordable hydrogen fuel cells and deployed large-scale, effective energy-storage systems will be available a decade later (presumably to accommodate less reliable sources of power such as wind, wave action and solar.). All of this by 2030!

In the article, there is no mention of major changes in the national grid needed to take advantage of alternate sources of power. Similarly, population growth, geothermal power, vastly more efficient household appliances and lighting, and super conductivity etc., are not mentioned. However, these and many other related topics may well be covered in the full United Nations report.

According to the article, what changes should we expect to see in the U.S.?

• Within about 15 years, some believe, every new car sold in the United States will be electric. This assumes major advances in power-storage (battery) technology and substantial nonsubsidized production/ life cycle cost-containment.

• By midcentury, we are told, more than half of the American economy may run on electricity. I would not have been amazed to read that is the case currently in some parts of the country where power is relatively inexpensive.

• Up to 60 percent of power might come from nuclear sources. Although I live within a dozen miles of the hugely expensive and infamously slow-to-open and quick-to-close Shoreham nuclear plant, I would support a major expansion of nuclear power. I think it can be done safely. But given sentiment among the citizenry, I suspect developers, private or public, will find this a hard sell. Coal's footprint will shrink drastically, they say. At the moment, the world is dependent on power generated by coal-burning plants. Perhaps coal will disappear from the power supply. However, if carbon capture and storage (CCS) becomes viable and profitable on
From the President: What's In It For You?

Cory Harms M.S.
NAEP President
Iowa State University
Associate Director of Purchasing

I encourage you and your staff team to submit a program idea in response to our Call for Programs for our 2015 Annual Meeting. We want you to share your best practices and projects as well as your knowledge with others. Not only will attendees gain new thoughts and ideas from hearing you speak, you, too, will reap the rewards of presenting. Presenting at the NAEP Annual Meeting is a big deal. You will gain a significant amount of visibility among your peers and colleagues in the profession. You will be recognized as an expert source on your specific topic and a resource for many. Plus, the personal satisfaction derived from a job well done and being a major part of the big production can be its own reward. I have always enjoyed presenting at both the regional conferences and on the national stage with NAEP. I hope you will consider doing so as well.

There are other ways to get involved in NAEP. We will be announcing our Call for Nominations for the NAEP Board of Directors in September. Are you a strategic thinker with a passion and vision?
You might be the person we are looking for! Being on the NAEP Board of Directors has been, and currently is, a rewarding experience. I encourage you to get involved.

As always, have a question or a suggestion? Email me at president@naepnet.org or find me on Twitter @naeppresident.

- Cory Harms, M.S.
  Iowa State University

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**Call for Programs: 2015 Annual Meeting**

**Share your expertise with your association friends and colleagues by presenting an educational session at NAEP's 94th Annual Meeting & Exposition, which takes place April 12-15 in Atlanta, Georgia. As a program presenter, you have the opportunity to share your knowledge, increase your professional visibility, and enhance the conference by contributing to the overall camaraderie and pride in the mission of the purchasing community.**

To submit a presentation for consideration, use the [online submission form](#). You will be asked to create a profile and upload one or more presentation topics for consideration. (You will need to create a profile even if you applied last year.) Should you have changes to your presentation, you will have the opportunity to review, edit, and change your submission up to the deadline of October 17, 2014.

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**Professional Development/In-Person Events:**

**Strategic Procurement Institute - August 24-27, Denver**

How do you become more strategic? What are the key observations and leverage points in strategic procurement? Do you have a framework for strategic procurement and have you done a spend analysis?

Invest your time and money into the Strategic Procurement Institute and you will learn the answer to these and other strategic procurement questions through classroom discussions, case studies and panel discussions. Learn the current theories and methodologies of successful strategic procurement and supplier relationship management at this sought-after institute. [Register by August 15th](#) to secure your place at this popular institute.

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**Women's Leadership Institute – December 2-5, California**

The Women's Leadership Institute features a curriculum with an overall focus on building the next generation of women leaders in higher education administration and student affairs.

**Learning Outcomes**

- A stronger community of practice among women in the college and university environment
- Personal and professional growth through reflection and both general and concurrent sessions
- Team-building and leadership development
- Empowerment for women to pursue higher level positions in their respective fields

**Date:** December 2–5, 2014  
**Location:** Ritz-Carlton, Laguna Niguel, Dana Point, California

For further details and registration, [click here](#).
NAEP Procurement Academy- February 8-10, 2015 in Phoenix

Procurement within an institutional setting is unique. To ensure that procurement professionals can perform successfully and help prepare institutions for the future, we offer the NAEP Procurement Academy.

Whether you are relatively new to procurement in higher education or at a senior level, the Procurement Academy has a program that can meet your needs. If you desire to increase your knowledge and help to improve procurement effectiveness within your institution, you don't want to miss this opportunity. Faculty members present the most current information, resources and best practices that allow you to make a difference. Registration will open shortly, but save the date today!

Federal Procurement Institute–February 11-12, 2015, Phoenix

The Federal Procurement Institute provides specific information concerning Federal Government policies related to procurements for grants, contracts and cooperative agreements. It is designed to be a resource for procurement professionals who purchases goods and services in support of federally sponsored programs or research. The Institute will focus on the recently enacted *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*, which introduces new requirements in the procurement process for grants and cooperative agreements. The new policies are scheduled for implementation on December 26, 2014. Save the date to be in Phoenix in February. Registration will open shortly.

RFP Institute–February 11-12, 2015, Phoenix

The RFP Process Institute provides specific information of the entire RFP process. It is designed to help procurement professionals determine when it is most effective to utilize an RFP process; how to develop an RFP; conduct evaluations; monitor vendor performance; handle disputes; and close out projects.

The institute is facilitated by Nancy Brooks, MPA, Director of Purchasing at Iowa State University. Save the date to be in Phoenix in February. Registration will open shortly.

Upcoming Webinars:

**Selecting Top Talent Using NAEP’s Competency Model**

*September 9, 2014*

Sourcing, hiring and retaining top talent is an important component to procurement’s success. Hiring the right person doesn’t just happen. It takes a well-thought out strategy that is aligned with the institution’s goals and an awareness of the competencies needed for the position. NAEP’s Competency Model is a key resource in this process. Join this roundtable discussion and learn how to use the model and supporting interview guides for your next sourcing, interviewing and hiring experience. To register, click here.

**Diversity among Supplier Diversity Programs in Higher Education**

*November 12, 2014*

Join Jesse Moore, Director, Supplier Diversity Development for Purdue University; Darcel Webb, District Program Manager for Dallas County Community College District; and Fred Coleman, Director of Diversity for University of Illinois-Urbana Champaign, as they provide insights and share
best practices from their respective programs. They have valuable information to share. Come prepared to ask questions! To register, click here.

**New NAEP Website On the Way**

Prepare for big changes! A new NAEP website will launch on October 14th. In addition to a new fresh look, registering for meetings will be an easier, more intuitive process. You will be able to register for the 2015 Annual Meeting with this new site.

The new website will provide a powerful search tool to quickly and easily search for RFPs from the RFP Library. Watch this space next month as we’ll share additional details on the new website including how to login for the first time and access your new and improved profile page. Stay tuned!

**NAeProcure Launches October 14th**

In addition to the new NAEP website, the NAeProcure contract library repository will launch on October 14th. To access this new membership benefit, you will click the “NAeProcure” logo on the front page of the new NAEP website and log in with your membership credentials. You can then search all currently uploaded contracts or search using specific parameters. You will be able to compare contracts side-by-side.

The portal is currently available for suppliers to upload their contracts. If you work with a favorite supplier and want to see their contract in NAeProcure, tell them to contact NAEP today to be included!

**Calendar of Events**

**In-Person Events:**
- **Strategic Procurement Institute**
  - August 24-27, 2014
  - Denver, CO

- **Procurement Academy**
  - Tiers I-III
  - February 8-10, 2015
  - Phoenix, AZ

- **RFP Institute**
  - February 11-12, 2015
  - Phoenix, AZ

- **Federal Procurement Institute**
  - February 11-12, 2015
  - Phoenix, AZ

**Webinars:**
- **Selecting Top Talent Using NAEP’s Competency Model**
  - September 9, 2014

- **Diversity Among Supplier Diversity Programs in Higher Education**
  - November 12, 2014

**Regional Meetings:**
- **Register here** for your regional meeting

- **Great Plains**
  - September 14-17, 2014
  - Ames, IA

- **TOAL**
  - September 21-24, 2014
  - Waco, TX

- **District VI**
  - September 21-24, 2014
  - Westminster, CO

- **Kentucky**
  - September 28-30, 2014
  - Jamestown, KY

- **TAGM**
  - October 5-8, 2014
  - Atlanta, GA

- **Upstate NY**
  - October 7-10, 2014
  - Albany, NY

- **Great Lakes**
  - October 8-10, 2014
  - Indianapolis, IN

- **New England**
  - October 19-22, 2014
  - Falmouth, MA

- **District II**
  - October 26-29, 2014
  - Atlantic City, NJ
Sustainability on Campus

Green Mountain College, Vermont, to End Sale of Bottled Water
Beginning this summer, due to a recent graduate student's campaign to reduce plastic waste, bottled water will no longer be sold on campus at Green Mountain College, in Poultney, Vermont.

Pittsburg State University Installs Bottle Refill Stations
In an effort to reduce consumption of plastic bottles at the university, nearly 20 water refill stations have been installed across campus.

Two Washington D.C. Universities Contract to Build Solar Farm
In an effort to reduce their carbon footprint, George Washington University has teamed up with American University and the GW University Hospital in a 20-year contract to build a 52-megawatt solar farm supplied by Duke Energy Renewables.

10 Tips for an Effective Presentation
Whether you’re making a presentation on your own campus or at the next NAEP Annual Meeting, your talk can benefit from these tips from Lifehack.com.

1.) 10-20-30 Rule – This is a slideshow rule offered by Guy Kawasaki. This rule states that a PowerPoint slide should have no more than 10 slides, last no longer than 20 minutes and have no text less than 30 point font.

2.) Be Entertaining – Speeches should be entertaining and informative. Simply reciting dry facts without any passion or humor will make people less likely to pay attention.

3.) Slow Down – Nervous and inexperienced speakers tend to talk way to fast. Consciously slow your speech down and add pauses for emphasis.

4.) Eye Contact – Match eye contact with everyone in the room.

5.) 15 Word Summary – Can you summarize your idea in fifteen words? If not, rewrite it and try again.

6.) 20-20 Rule – Another suggestion for slideshows. This one says that you should have twenty slides each lasting exactly twenty seconds. The 20-20 Rule forces you to be concise and to keep from boring people.

7.) Don’t Read – This one is a no brainer, but somehow PowerPoint makes people think they can get away with it. If you don’t know your speech without cues, it shows you don’t really understand your message.

8.) Project Your Voice - Even in the high-tech world of microphones and amplifiers, you need to be heard. Projecting your voice doesn't mean yelling, rather standing up straight and letting your voice resonate on the air in your lungs rather than in the throat to produce a clearer sound.

9.) “That’s a Good Question” – You can use statements like, “that’s a really good question,” or “I’m glad you asked me that,” to buy yourself a few moments to organize your response. Will the other people in the audience know you are using these filler sentences to reorder your thoughts? Probably not. And even if they do, it still makes the presentation smoother than um's and ah's littering your answer.

10.) Put Yourself in the Audience - When writing a speech, see it from the audience's perspective. What might they not understand? What might seem boring? Use WIIFM (What's In It For Me) to guide you.

Adapted from Lifehack.org, 2014
Quote of the Month

“A good leader inspires others with confidence; a great leader inspires them with confidence in themselves.”

— Anon.