Article: Happy New Year!
By Neil Markee, Editor in Chief-Purchasing Link

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Read Article

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From the Editor

This month's posting is about some of what the national print-media has been carrying about higher education. A couple of years ago, I didn't expect to read much of anything about our sector in the New York Times or Wall Street Journal on a regular basis, other than sports coverage. And that focused on current team performance and related changes in coaching. Much has changed. Big-time football and basketball are in the news every time one of their coaches changes address and is rewarded with a multi-million dollar contract. Then there was the sexual abuse and cover up scandal at Penn State and the still-simmering academic scandal at Carolina. Concussion at the NFL level and mishandling of these brain injuries at the collegiate level has been covered in detail. Local papers in my area write about concussion at the high school (and below) level frequently. Some are wondering about the long-term future of football. Unthinkable, others say.

More recently the papers have consumed a lot of ink dissecting the cost issues resulting in national economy threatening student debt. Although the print media has been covering energy issues from a global cli

matc change perspective regularly, rarely was/is higher education mentioned. Stanford's high profile and changes in the debate ensured media attention to its hot-button decision to divest itself of coal mining stocks. We would not have read about a minor portfolio adjustment of this sort anywhere within higher education even a few years ago. I can't remember sexual misconduct on campus ever being addressed as a national issue until recently. For the first time that I can remember since I graduated from Columbia in 1960, like other alumni, I received a letter discussing a change in policy at the university. Coverage of alleged sexual misconduct on campus and how the university reacted in the media capitol of the world probably inspired top-level policymakers to respond publicly.

Paying close attention to what is being covered in the national print media is not now an option for campus business leaders, if it ever was.

Obituary: Gene Ingram

One of the aspects of the Christmas season I look forward to most is receiving cards from old friends. Often there is a note on the card or a brief newsletter and I enjoy reading every one. Of late, there have been too many notes of the passing of an old friend who was a major contributor to purchasing in support of higher education and NAEP.
Such was the case when I read the note Margaret Ingram had enclosed. Eugene O. Ingram had left us on October 17, 2014. If anyone ever called him Eugene I never heard it. He was one of the best-known, or the best-known, campus purchasing-professionals of his time and everyone knew him as Gene or Ingram. Just one or the other was enough. What Gene or Ingram did at Michigan, or thought about any issue in our world, mattered.

Gene was technically savvy. But he was more than an expert procurement officer. He was a first-rate campus citizen, who was interested in the issues of the day and involved in the discussion, when he could contribute. He had substantially more influence on his campus and nationally than all but a handful of his peers.

For example, one day Gene called me and asked if I could meet him at the Small Business Administration in D.C. in a few days. He thought that the SBA had missed many potential suppliers in Michigan and offered to help them fill out their list. He knew (then) NAEB would be able to organize similar efforts on other states. They listened to what we had to say but apparently they had other fish to fry and didn’t take up our offer.

Ingram was president of NAEB in 1970 and received the Association’s highest honor, the Bert C. Ahrens Achievement Award, in 1986. He was a steadfast supporter of E&I Cooperative Services and served on its Board of Directors from 1982 until 1995, and as its secretary-treasurer from 1984 until 1995.

Gene’s gone and I’ll miss him!

**Commentary: Happy New Year!**

By: Neil Markee  
Editor in Chief-Purchasing Link

Here it is, January 8, 2015. Years ago, Oklahoma's Earl Whitman reminded us that there is no finish line. But there are milestones along the way and year's end has traditionally been one of those. Whitman was President of (then) NAEB in 1985, one of the thought-leaders within the profession and a major contributor before and after service on the Board.

Resolutions and predictions are in the air. Whatever is to follow will have roots in what has been, as we go on from where we are, and we don't get to start all over again. When business leaders and others on campus picked up the national newspaper in 2014, at least once or twice a week there would be an article discussing what had happened or was happening on campus. More than likely, it was about what had gone amiss. I suppose good news isn't news. Virtually every article concerning money, energy, athletics, sexual misconduct or any other aspect of higher education published in the media affects public opinion and the business side of the house. One way or another, there is likely to be some impact on our reputation for sound governance-- and that affects appropriations, donations, enrollment, research support, and probably most important, institutional reputations. As contributing campus-citizens, business leaders need to take part in the ongoing discussions, on campus and off, that influence decision making, if they opt to be to part of the solution. What the media has to say about us matters, as does what the man on the street believes.

**Money**

During the past year, budget challenges related to appropriation reductions, endowment under performance, unfunded mandates, enrollment short-falls at private institutions, and increased demand for admission and aid at public colleges/universities, etc. all added up to a need for doing more with less income. Meanwhile, the national economy was still suffering with a recessionary hangover and, as ever, doing less was unacceptable. The cost and cost-benefit of higher education has been front and center in the public discussion. Many people are not convinced we have been good enough stewards financially or academically and so believe they are not getting good value. The basic financial issues remain with us and it's tempting to suggest that 2015 will be pretty much more of the same. Probably our biggest challenge is to turn around the negative perception, if we hope to retain or increase support levels from all sources. But national news coverage of events on campus in 2014 was about more than just the financial woes of higher education and the challenges of the job market.

**Energy**

Energy remained on the table all last year. Operating costs and the adverse effect on the environment were the central issues, and there are many sides to both. Some see the current abundance of cleaner-burning natural gas as offering a reasonable, cost-effective and maybe decades-long bridge to reduced dependence on other more damaging carbon-producing fuels. But others oppose the hydraulic fracking that has produced the increased production of both oil and natural gas because they say it may delay the shift to nonpolluting sources or they fear that the process itself could lead to unanticipated adverse environmental outcomes. New York, my home state, may well have the capacity to produce significant quantities of oil and gas from known shale deposits, but it has all but banned fracking for what some see as sound environmental reasons.
and others see as pure misguided politics. North Dakota, Texas and other states and perhaps much of the energy-dependent world have embraced the process. For better or worse, the financial cost of energy worldwide has declined.

During 2014 several institutions announced publicly that they would distance themselves from coal-producing corporations by selling their existing stockholdings to others. Like me, many wondered what impact this largely symbolic transfer/gesture would have on the shift to alternate sources of power and the reduction of carbon in the atmosphere. Virtually all institutions divested or not, remain dependent on continued consumption of grid power generated, at least in part, by burning coal. I have not read of any institutions divesting themselves from profitable corporations involved in fracking or declining to enjoy the reduced cost of the natural gas produced. Later this year somebody will probably publish a study of how much higher education has saved in total energy costs as a result of the falling price of oil, gas and coal. That disclosure and others more broadly based may reset the discussion on campus and globally.

### Big-Time Football

Football at one level or another was in the news consistently and not just on the sports pages. The national media focus was on salaries paid a few big-time football coaches, player behavior off the gridiron, and conference realignment. A few college and university governing boards are willing to pay big name coaches huge salaries and to arrange for them to be paid additional substantial sums by other organizations closely but indirectly related to the institution itself. They believe these coaches can produce winning teams on the elite level that we see on television as the year ends and a few weeks thereafter, and very substantial income. Conference realignment seems to be all about TV revenue generation. There is a dark side. Observers have questioned how much big-time sports actually contribute financially to the basic educational mission of institutions and the adverse net effect on their academic reputations is creeping into the increasingly critical open public discussion. The sports/academic scandal at Carolina continues and I have to wonder if there are undisclosed others.

But those are not the only aspects covered. Concussions suffered by players from midget football on up through the pros may be the more important ethical and financial issue. Concussions are brain injuries and it seems that their effect is cumulative. The professional leagues have recognized the problem and set aside impressive sums to deal with the brain injuries their players suffer over the years. The leagues seem to see this as a business expense. Despite the size of the fund, at least one judge has wondered if the total will be enough. Maybe no amount is enough. Perhaps the pro leagues have the revenue streams to self-insure or to pay the insurance premiums and legal costs—but what would your institution do if found liable for past and future brain injuries? As the result is cumulative, maybe some of the professional liability will spill over into the scholastic realm. The ethical aspects may not be seen as a serious matter for the professional leagues as most of their players, unlike students, are adults who may understand the risk/reward proposition. But how about the ethical issues on your campus? Concussion problems are not limited to big-time programs or first-string players. If held to the same standard as the pros, where would/will the money for compensation come from on your campus?

Actually I'm not sure key decisions in this area will entirely or even predominately lie in the hands of institutions of higher learning. How the concussion issue will be handled by school boards at the secondary level, where a robust revenue stream is not available, may be the key. I suspect the first major insurance company that excludes sports injuries at that level from its liability coverage or raises rates out of reach because of the expense related to concussions occurring in football and, to a lesser extent; other contact sports, will initiate a serious discussion within school boards. If high school football programs decline as they lose liability coverage and taxpayer support, the effect will be felt on at all levels in the athletic hierarchy. If the big-time collegiate programs, and then the pros, see their current informal talent pipeline endangered, would the professional leagues establish a farm system similar to big-league baseball’s? Where would that leave big-time collegiate football?

### Rape/Sexual Harassment

Another frequently covered topic was rape, or the more inclusive sexual assault, or even broader sexual misconduct on campus. Clearly institutions, including Columbia, my alma mater, are struggling with what their proper role/response should be. Some are seeking to handle the issues involved largely internally and some of those are establishing elaborate quasi-legal processes to guide the institution as it seeks to react to a serious felony and the bed-rock justice/due process considerations involved. Others look to traditional legal authorities to take the lead. Wherever it occurs or is reported, serious sexual assault can have a major effect on institutions, as demonstrated at high-profile Columbia, Virginia, Duke and many other perhaps less prominent colleges and universities. At a small private college, the effect on enrollment could be substantial. The cost of proactive and continuing education, prevention programs, counselors, providing faculty and staff awareness representation for all involved, reporting, public relations aspects, and other support of all kinds will have to find a space in the budget. How might the budgetary space required be found on your campus?

### The Bottom Line

It's not all about money but money seems to be part of all of it.

As I said, Happy New Year!
From the President: The Annual Meeting Brings Education, Networking, and Warmer Weather!

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

Are you ready for spring and warmer weather? I certainly am.

NAEP held the Procurement Academy, RFP and Federal Procurement Institutes in Phoenix in early February and early reports indicate the educational content and networking done at these events were top-notch. It was also 80 degrees and sunny, which certainly helps. Events like the Procurement Academy offer you the chance to learn from the best and meet fellow purchasing pros around the country, many of who face the same daily issues you do.

Spring WILL be here before we all know it and with it a new opportunity to grow and challenge yourself professionally. Our volunteer Program Committee has once again created a top-notch educational program. Our sessions are led by long recognized subject matter experts in procurement as well as many new rising stars willing to share their expertise and their time. You will walk away from these sessions with real, actionable information that you can bring back to your school and use right away. That kind of ROI is invaluable. The networking you do at the Annual Meeting is very important because it allows you to build and expand your cohort group. The friends I’ve made at this event annually are the ones who help me succeed here at Iowa State and nationally.

Join me in April for the NAEP Annual Meeting. I’ll be leading the Tuesday morning Fun Run around Atlanta and look forward to meeting new friends and enjoying the warmer temperatures.

NAEP Has Moved!

Please note that as of February 1, 2015 our new address is:

NAEP
8840 Stanford Blvd
Suite 2000
Columbia, MD 21045

Our new mainline number has stayed the same (443.543.5540)

Click here to view our Staff Directory and new direct staff lines.

Whenever your travels take you into our area, please call to schedule a visit and a tour of our new home.

Vote! Board of Directors Election is Open through March 3rd

As of February 3, 2015, NAEP Board elections are open for 2nd Vice President and for two District Board Members. Electronic ballots must be cast not later than Tuesday, March 3, 2015 at 10 a.m. EST.

If your institution is in the Voting Member Category, and if you are the designated Member-of-Record, please exercise your voting power NOW on behalf of your own institution by casting your electronic vote on the NAEP website.

Please note, the deadline for your vote is March 3, 2015 at 10:00 a.m. EST.

Only the designated Member of Record of a Voting Member institution is eligible to cast a ballot in this election, although all employees of a Member institution are entitled to Member privileges. Associate Members and Business Affiliate Members are not eligible to participate.

How to Vote
Log into NAEP’s electronic voting systems at: https://vod.votenet.com/naep

To be sure that your voice is heard, please contact NAEP to verify that your institution's primary contact information also called the 'Member of Record' or 'MoR' is correct in our database.
Note to ALL Members
NAEP conducts elections for Board Members via an electronic voting system accessed by eligible Voting Members through our website. The slate, submitted for Member consideration, was prepared by the NAEP Nominating Committee. Ballots will be counted at a Meeting of Members to be held on March 3, 2015 at 10:00 a.m. EST at NAEP's executive offices located at 8840 Stanford Blvd., Columbia, MD 21045.

The Board consists of twelve Voting Members, comprised of President, Sr. Vice President, Treasurer, 1st Vice President, 2nd Vice President and Immediate Past President, who serve on a rotation basis, and six District Board Members, who are elected only by their own District Members.

NAEP 94th (AM) ANNUAL MEETING & EXPOSITION

Early-bird Discount Registration Deadline is March 12
Save $100 on full or single-day registration by registering not later than March 12, 2015. Click here for registration form and fees.

Just Around the Corner-NAEP's 94th Annual Meeting Updates
You never know what’s around the corner, but it’s up to YOU to turn that corner. Here’s what’s waiting for you around the corner in Atlanta, Georgia, at NAEP’s 94th Annual Meeting and Exposition, April 12 -15.

Fifty (50) Educational Workshops in Six Categories

- Applied Procurement Techniques
- Business Collaboration
- Innovations in Procurement
- Leadership and Strategic Planning
- Talent Management and Talent Development
- Technology

Exhibits

- More than 125 vendors displaying their products and services to help solve your business needs.
- Short Learning-Sessions ongoing at the NAEP booth in the Exhibit Hall.

NAEP PEP Talks
Three PEP Talks on the topic of Group decision-making; Negotiations; and Ethics.

Chief Financial Officer Roundtable
A discussion that will provide you the opportunity to learn the issues CFOs are focusing on and the role that procurement plays in their strategy.

Small Schools Session
A peer-to-peer discussion on both the opportunities and the unique challenges small schools face today.

Continuing Education Credits
As always, all sessions are available for Continuing Education Credits.

Dr. Bernice King, daughter of Dr. Martin Luther King, Jr., will present her inspirational message during the closing keynote address.

The Leadership Forum
NAEP offers this optional add-on event at a significantly discounted rate. If you are already a leader at your institution, or if you want to develop skills as you advance your career, this all-day course on Sunday, April 12 is a necessity.

Networking
In addition to top-quality educational opportunities, the 2015 Annual Meeting provides networking events where you can meet with old friends, new colleagues, and a vendor community that specifically supports procurement in higher education.

Takeaways
You’ll leave the Meeting with numerous, valuable Takeaways gleaned from the new information, exchanges, and relationships you experience at the NAEP Annual Meeting. Click Here For more details, information and registration.
(AM) Pre-Program Events on Sunday, April 12

Be sure to arrive in time to participate in some of the special events offered on Sunday, April 12, including the Host Event, where you’ll get to meet and mingle with your colleagues while enjoying a leisurely side-trip offsite and see a bit of the Atlanta cityscape on the way to the Georgia Aquarium.

9:00 am - 4:30 pm Leadership Forum (additional event, see registration form)
4:45 pm - 6:00 pm New Attendee Orientation
7:00 pm - 10:00 pm Host Event at the Georgia Aquarium (offsite location, transportation starts at 6:30pm)

(AM) Hotel Reservation Deadline is March 17, 2015 at Hyatt Regency Atlanta

Reserve your Annual Meeting hotel room by the deadline date of March 17, 2015 at the:

Hyatt Regency Atlanta
265 Peachtree Street
Atlanta, GA 30303.
Tel: 404-577-1234

To reserve your hotel room at the NAEP discounted rate of $189 single/double plus applicable taxes, CLICK HERE. On the Hyatt Regency webpage, click "Attendee." Please book only within the NAEP Annual Conference room block at the Hyatt Regency Atlanta. This will ensure we reach all of our meeting concessions and will allow us to assist you in the event you have challenges with your reservation or room while on-site.

(AM) New Attendee Orientation

Sunday, April 12. 4:45 p.m. – 6:00 p.m.

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 tailored for you. You’ll make friends and connections at this orientation that will stay with you through your purchasing career.

(AM) Fun Run/Walk

Tuesday, April 14–7:00 a.m.

Seize the day with vigor and purpose by joining in the Fun Run/Walk around the hotel area. Participants will receive a t-shirt and light refreshments.

(AM) Raffle

Thanks to many generous vendors, we will raffle off 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 the NAEP National Office for details. Proceeds benefit NAEP Scholarship Funds.

**AM** Help Us Stuff 300 Backpacks for an Atlanta School

NAEP has partnered with Projects with Purpose for our service project to benefit the local Atlanta community. We invite you to help prepare and stuff 300 backpacks with school supplies for local elementary school children.

**DE/PA/WV Region’s One-Day Workshop–March 2, 2015**

The Delaware/Pennsylvania/West Virginia Region of NAEP presents a one-day workshop on Monday, March 2, 2015 from 9:00 a.m. to 2:30 p.m. The workshop is open to both NAEP Members and nonmembers. Registration fee is $20 and includes continental breakfast and lunch. To view the agenda, **CLICK HERE**.

Location:
West Chester University
1160 McDermott Drive
West Chester, Pennsylvania 19380
Contact: Cynthia Urick at cynthia.urick@alvernia.edu

Welcome Toria Longo to the NAEP National Office

We are pleased to welcome Toria Longo, who will serve in NAEP’s National Office as Membership & Outreach Coordinator. You may contact her regarding Membership matters by emailing to tlongo@naepnet.org. Toria worked in higher education as the Special Projects Coordinator at the University of Oklahoma College of Dentistry, where she interacted with the procurement department.

In December, Shaunte Shelton-Slappy, our Membership Administrator, moved on, and in January, our Program Associate, Lois Sarfo-Mensah, resigned to focus on finishing her degree. We wish them the best!

Sustainability on Campus

**University of California Switches from Electricity Supplier to Provide Own Power**

The University of California will begin directly supplying electricity to its campuses and medical centers this winter as part of an initiative to become the first research university to achieve carbon neutrality by 2025. The institution will switch from a third-party electricity supplier to provide electric power directly to five of its campuses and three of its medical centers, along with other electric accounts throughout the university.

**Western Washington University Tests Various Electric Vehicles on Campus**

Western Washington University employees are trying out several kinds of electric vehicles to determine how they can be used to reduce carbon emissions on their campus, which used a large number of vehicles.

**Vermont’s Champlain College Offer Housing for Homeless**

Due to frigid temperatures, the Champlain College is donating one of its vacant buildings to a local organization for use as a night shelter for homeless people throughout April.

**Quote of the Month**

[Quote appears here]
When I went to school, they asked me what I wanted to be when I grew up. I wrote down “happy.” They said I didn’t understand the assignment and I told them they didn’t understand life.

– John Lennon