2019 Association Leadership Program

Connecting New Ideas in Regional Membership Delivery
WELCOME
ONE ASSOCIATION
MANY REGIONS
WE ARE NAEP
SESSION OBJECTIVE

TO DISCUSS HOW NAEP NATIONAL CAN BETTER SUPPORT REGIONAL SERVICE DELIVERY
WE ARE...
WE ARE ALL UNIQUE!
NATIONAL SERVICES FOR REGIONS
EVENT SUPPORT

GENERAL ADMINISTRATION
• Forms and Templates
• Repository
• Planning Committee Meeting Attendance and Input
• Mobile App Contract *(pass through cost to Region)*

ATTENDEE MANAGEMENT
• Online Registration
• Attendee Rosters
• Attendee prospect lists
• Regional membership lists
• Historic attendance data

FINANCIAL SERVICES
• Payment Processing
• Insurance
• Scholarship Distribution
• Contract Review and Negotiation assistance
NATIONAL SERVICES FOR REGIONS
EVENT SUPPORT

SPONSORSHIP DEVELOPMENT
• Multiple Region Sponsors
• Prospect Lists
• Advice and Consulting

PROGRAM MANAGEMENT
• Speaker Bureau
• Advice and Consulting
• Design Templates
• Online Publishing

COMMUNICATION
• Webpage
• Newsletter Coverage
• Information Pushes (per you list)
FINANCIAL SERVICES
• Banking
• Tax Filing for 990s
• Annual Audit *(Regions reimburse partial cost)*
• Investment

MEMBERSHIP
• Rosters and Reports
• Prospect Lists
• Historic Data
• Sample Scripts
• Marketing and Communication Templates

GOVERNANCE SUPPORT
• ALP Meeting
• Regional Drop In Calls
• Regional Meeting at Annual Meeting
• Sharing of Best Practices
• District Nominations Committee Support and Administration
REGIONAL SERVICES WORK GROUP UPDATE
NAEP Annual District Meeting
PLAYBOOK
YOU DID WHAT?
IDEAS, INNOVATIONS,
& INSPIRATION
Attendees: 79
Total Vendors: 3
Sponsors: 5

Attendees: $33,583.36
Exhibit Hall: $26,350.00
Sponsors: $16,325.00
Carolinas

Big Wins
• Increasing SC attendance
• Adding concurrent sessions – both successful!

Challenges/Opportunities for 2020
• Outside venues, provided by your hotel, versus inside venues can be significantly higher in cost. Example – an open shelter onsite requires more efforts from staff to maintain your event
District II

October 6-9, 2019  Penn Stater | State College, PA

Attendees: 82

Total Vendors: 51

Sponsors: 6

Attendees: $4,090.00

Exhibit Hall: $21,625.00

Sponsors: $24,600.00
District II

Big Wins

Programming, Networking, Fun!

Challenges/Opportunities for 2020

Planning, Planning, Planning

• Plan early, pay attention to detail, but don’t reinvent the wheel
District II
District VI

October 6-9, 2019  Hyatt Regency Mission Bay | San Diego, CA

Attendees: 181  Attendees: $135,359.68
Total Vendors: 49  Exhibit Hall: $28,185.00
Sponsors: 15  Sponsors: $211,538.85
District VI

Big Wins

• Highest Attendance and Best Party

Challenges/Opportunities for 2020

• Vendors see value in educating and being educated
District VI

Opening Speaker who delivered great messages and set the tone off right

Closing party where it is evident our group plays nicely and knows hot to have a good time!
FL-TAGM

October 20-23, 2019 | Perdido Beach Resort | Orange Beach, AL

Attendees: 90
Total Vendors: 87
Sponsors: 30

Attendees: $80,901.48
Exhibit Hall: $29,100.00
Sponsors: $87,825.00
Big Wins
• 1st Joint Meeting
• Attendees – 95%
• Suppliers – 90%

Challenges/Opportunities for 2020
• Flights/Travel
• Inclusiveness
• Receptions
• Speakers/VIP’s
• Keynote Speaker
• Agenda
Great Lakes

September 25-27, 2019  Kalahari Conference Center | Sandusky, OH

Attendees: 40  Attendees: $3,762.50

Total Vendors: 35  Exhibit Hall: $13,000.00

Sponsors: 12  Sponsors: $11,800.00
Great Lakes

**Big Wins**
Awarded a grant from The Lake Erie Shores & Islands Grant Committee in the amount of $3450 to cover transportation/promotional expenses.

**Challenges/Opportunities for 2020**
- Choose central location for members. This may also help with attendance.
- Focus on improving program content.
Great Lakes
Great Plains
September 15 – 18, 2019
Hilton Downtown | Des Moines, IA

Attendees: 55

Total Vendors: 49

Sponsors: 15

Attendees: $25,020.45

Exhibit Hall: $21,350.00

Sponsors: $28,450.00
Big Wins
• Tuesday Night outings
• A new take on Round Table breakout session
• Commodity Collaboration

Challenges/Opportunities for 2020
• Breakout sessions - Getting volunteers to present
  • Desire to include AP track
• How much food to order?!?
Great Plains
Attendees: 23

Total Vendors: 36

Sponsors: 20

Attendees: $7,542.85

Exhibit Hall: $2,400.00

Sponsors: $60,069.77
Kentucky

Big Wins
• First time in Murray, KY for KY region conference!
• 60% of conference expenses covered by sponsorships!

Challenges/Opportunities for 2020
• Distance made it challenging to institutions to send people (35% membership attendance rate, down from the last year’s 54%)
• Fluctuation in regional leadership gave a slower start for conference planning
Kentucky
Michigan
October 3-4, 2019
Kellogg Hotel | East Lansing, MI

Attendees: 40
Total Vendors: 24
Sponsors: 4

Attendees: $2,900.00
Exhibit Hall: $7,200.00
Sponsors: $10,700.00
**Big Wins**

- Member attendance doubled to almost 50 attendees! 7-first time attendees.
- 15 schools represented, 7 of which were Community Colleges.
- Sold out vendor show 2 months prior to conference with 3 sponsors with waiting list for next year.

**Challenges/Opportunities for 2020**

- Bigger venue for vendor show and conference room. Rooms were a bit cramped.
- List supplier diversity labels/categories in booklet and at table for vendor show. (This was a suggestion by a panel member-Kellogg Co. from a session).
Michigan
New England
October 27-30, 2019  Holiday Inn by the Bay  |  Portland, ME

Attendees: 100

Total Vendors: 48

Sponsors: 11

Attendees: $ 30,000

Exhibit Hall: $33,400

Sponsors: $ 20,000
New England

Big Wins

• Past Presidents Meeting
• Unification of team
• Recruiting members to the Board
• Reinvigorated involvement

Challenges/Opportunities for 2020

Supplier exhibit – Keeping members in the exhibit hall
TOAL

September 29-October 2, 2019  Marriott | Little Rock, AR

Attendees: 114
Total Vendors: 60
Sponsors: 22

Attendees: $37,565.00
Exhibit Hall: $29,875.00
Sponsors: $25,300.00
Big Wins
• 114 Attendees
• 40 New Attendees
• 60 Vendors with a waiting list
• Keynote speakers teaching gratitude, risk with contracts, ethics and social media and navigating beyond conflict in procurement

Challenges/Opportunities for 2020
• Make sure the hotel and attendees understand that double/triple drinks are not allowed at an open bar. If attendees abuse this, we will implement drink tickets for attendees.
• Beer and wine could be offered on the open bar and tickets for mixed drinks.
Upstate NY
October 1-4, 2019
High Peak Resort | Lake Placid, NY

Attendees: 112
Total Vendors: 35
Sponsors: 5
Attendees: $59,240.69
Exhibit Hall: $20,366.98
Sponsors: $9,750
Upstate NY

Big Wins

• 23 First time attendees – 2019 Conference
• NAEP credibility is high
• NAEP presented at SUNY Conference
• Stronger commitment from vendors to NAEP
• Vendor sponsorships are improving

Challenges/Opportunities for 2020

• Change in workforce: retirements, losing skilled, knowledgeable NAEP supporters, less number of people working in procurement offices, sharing the importance of NAEP to new procurement employees
• New Officer commitment – four years?
• College’s sending fewer employees to Conferences - e.g. University of Buffalo 20 to 0 attendees.
• Creating regional webinars
• Working with NAEP National Office – new membership
Upstate NY
WHAT’S YOUR SOLUTIONS LUNCH
CREATING MORE DYNAMIC MEETINGS
ANYONE CAN PLAN A MEETING . . .?
Transform your goals and objectives into a visual representation for your attendees.
Connections
Region A

- Implementation of their goals and objectives to enhance attendee experience
- Seek opportunities elevate meeting to new levels
We are NAEP – One Association – Many Regions

National Involvement Provides Cohesion

National Involvement Repository of Best Practices
Attendee Experience

• Trivia & Instant Recess
• Menu Selection
• Technology/Networking
• Create Familiarity
How to design an incredible attendee experience
TED
IDEAS WORTH SPREADING
Content is King

--Steve Jobs
Gaining Approval

Content: 4.88
Cost: 4.39
Location: 3.91

Source: 2018 Professional Development Program Survey, NAEP
Engagement is Queen!
Content that extends beyond the meeting
Spotlight on Member Value

- Industry Information: 53%
- Training: 49%
- Career Advancement: 39%
- Networking: 36%
- Online education: 36%
- Mentoring: 34%
- Conferences: 27%

Source: 2019 Member Engagement and Loyalty Study, Community Brands
What’s in it for them?
What sells your meeting?
Spreading the Word
An emerging frontier. These are the sessions of the NAEP Enterprise. Trying to empower procurement professionals to seek out new ideas and opportunities to enhance their department, community, and institution. To boldly go where no one has gone before!

In conjunction with NAEP 2019, we will be holding a Supplier Diversity Institute. There will be two tiers - a 6-hour assessment based course for those newer to Supplier Diversity and an experienced tier for those with significant experience or mature programs. The institute will run concurrently with the 2019 Annual Meeting. Registration is open.

Highlighted Sessions:

Contract Development: Asking the Right Questions for Service Contracts
Monday, April 8th | Track: Procurement

NAEP Upstate New York Conference & Supplier Exhibit
Vendor Show: October 2, 2019 | Lake Placid, NY

Register for the 2019 NAEP Upstate New York Conference & Supplier Exhibit. The conference will run October 1-4, 2019 and we return once again to Lake Placid, NY. Exhibit booth space and sponsorships are both available.

The event will take place at the High Peaks Resort. Exhibit space at this venue is very limited so make your plans now as we typically sell out of space. For your planning purposes, the show will be held from 1:00 – 6:00 pm on Wednesday, October 2nd with set up on Wednesday morning and breakdown immediately following the show.

Hotel Information
Hotel room information will be provided shortly. We will have a discounted NAEP Upstate New York room rate at the High Peaks Resort.

We look forward to seeing you in Lake Placid in October!

2019 Michigan Regional Meeting
October 3-4, 2019 | East Lansing, MI

Registration
The NAEP Michigan Regional Meeting heads to East Lansing this fall. Join your Michigan colleagues for top-notch procurement education and networking.

Registration is Open
Click here to register. Your registration gives you access to all educational sessions, meals, the host event and the exhibit hall.

If this is your first time attending the Michigan Regional meeting, we would like to offer a 50% discount! This offer expires on August 1st. Email Sheri Boyle for the discount code.

Hotel Information
The event will be held at the Kellogg Hotel & Conference Center at Michigan State University. Call 800.875.5090 to make your NAEP Michigan discounted room reservation. Room rate is $125 plus taxes and parking is validated for your entire stay.
Content that extends beyond the meeting
Vendors: What’s in it for them?
Include content from the vendors?
Networking Opportunities
Where are the golden nuggets?
BUILDING STRONGER REGIONAL GOVERNANCE
SESSION OBJECTIVES

- To Discuss the NAEP Governance Structure
- To Explore the Future of Regional Governance
BYLAWS DISCUSSION
GROUP DISCUSSION
QUESTIONS
More Than a Meeting: The NAEP Value Proposition
“I can’t believe we weren’t members before this!”
NAEP Value Proposition
REGIONAL WRAP UP: WHAT ARE YOU TAKING HOME WITH YOU?