PLink Article Submission Policy

Submissions of letters, articles, or announcements for publication in the NAEP Bulletin are due on the 5th day of the month preceding publication. E-mail to Neil Markee, Editor in Chief, Purchasing Link, at nmarkee@naepnet.org. The editors reserve the right to edit articles for content, length, grammar, NAEP style, and readability.

From the President: What is Strategic Procurement and How Can I Learn More?

By Bill Harris, CPPO, University of Kentucky

“So, then, what do we really mean by strategic procurement?"

Read Article

Article: Seven Steps To Unlock Additional Value With Current Suppliers

Bill Shawver – Chief Procurement Officer with Miami University of Ohio
Jim Bard – Senior Principal with Accenture Management Consulting’s Operations practice

“With the challenge to balance flat or declining budgets while maintaining service levels and competitive excellence, government and higher education financial executives are looking at every available option to be more efficient.”

Read Article

Article: What’s Currently Trending in Supplier Diversity?

By Reginald Williams, CEO of Procurement Resources

“The following trends are impacting supplier diversity across all industries...”

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Article: What's Currently Trending in Supplier Diversity?

By Reginald Williams, Consultant to Corporate Management Procurement Resources Inc 2012

The following trends are impacting supplier diversity across all industries. These are important challenges that the Coca-Cola Company takes into consideration every time we seek a new business partner to provide our goods and services. Our goal is to engage partners that not only mirror the diversity of our consumers, but practice these applications in the services and products that they offer to the Coca-Cola Company:

- **Cost Reduction / Cost Avoidance**

  Cost is still an important consideration with major implications in today's economy. As part of the supply chain team our job is to generate best value for our shareholders, our customers, our consumers, our employees and the communities we serve. The current trend is to engage vendors that can help us to achieve cost savings and cost avoidance at every level including manufacturing, services and point of sale. This trend has even heightened as a result of the recent economic downturn.

- **Supply Chain Optimization**

  Another current trend that's shaping how we do business is our focus on optimizing available resources by strengthening the links in the supply chain to generate best value for the customer. This simply means that the Coca-Cola Company seeks business partners that offer the following:

  1. Quick response & turn around
  2. Innovation, technology and unique applications
  3. World-wide capabilities to support our global footprint
  4. Larger more efficient management of related commodities

- **Sustainability (products and services)**

  Virtually all of American industry is now solidity focused on products and services that are safe for the environment. This means, the trend is to identify and partner with vendors that offer biodegradable, non-toxic, energy efficient, green technologies and services.

- **Increase Shareholder Value**

  The single most important element of today's trend in supplier diversity is Supply Chain's focus on collaborative engagement. The trend is to seek customer synergy both internally and externally that transfers into a marketplace advantage among our target demographics. All of this serves the purpose of promoting customer value that translates into sales growth.

- **Increasing our engagement with Veteran / Service disabled Veteran firms**

  The Coca-Cola Company places high value on engagement with Veteran owned firms . . . not just as a government compliance response, but as a public responsibility. We have increased our efforts to ensure competitive access for veteran owned small business with the Coca-Cola Company. This trend is widely practiced by most corporate leaders under this mission as companies are revisiting their sourcing strategy, upgrading their processes for developing these partnerships and generating strategic relationships with veteran advocacy groups.

- **Capacity-building to develop diverse supplier capabilities**

  A Supply Chain's effectiveness is predicated on long term sustainable growth. This growth is anchored in the strategic business partners that meet our expanding global requirements of scale. That is why the trend today is to not only do more with less . . . but to equip the team and our strategic business partners so they can meet our new requirements, now and in the future. This trend is widely in use (capacity-building) and it is being practiced in many forms including, mentorship, joint ventures and other business models that are designed to augment supplier capabilities by ensuring they keep pace with our growth strategy.

Article: Seven Steps To Unlock Additional Value With Current Suppliers

Article By:

Bill Shawver – Chief Procurement Officer with Miami University of Ohio
Jim Bard – Senior Principal with Accenture Management Consulting’s Operations practice

With the challenge to balance flat or declining budgets while maintaining service levels and competitive excellence, government and higher education financial executives are looking at every available option to be more efficient. Aside from salary and benefits, the cost for goods and services is the most significant expense for most organizations. As a result, procurement departments have an opportunity now more than ever to play a critical role in driving down the total costs of purchased goods and services.

Progressive public sector procurement departments are seeing the value in conducting strategic sourcing to help lower the total costs of purchased goods and services. They are collaborating with internal stakeholders to identify the best value suppliers to meet the organization’s business needs. This typically results in multi-year agreements to lock in the negotiated total cost savings. However, many procurement departments are missing an opportunity to unlock additional value with these awarded suppliers over the contract period through supplier relationship management (SRM).

Accenture defines SRM as “the systematic management of supplier relationships to optimize the value delivered through those relationships.” This may sound esoteric, but the benefits are real. In a survey of more than 225 senior procurement executives, Accenture found that SRM leaders save 3 percent to 5 percent more of their total procurement spend on both sourcing and post contract activities compared to lower-performing peers.

Through the survey, Accenture also learned more about the specific skills required to excel at SRM. Most frequently cited was the ability to work cross functionally - bringing people from across and outside the organization together. For example, Facility Management departments can often work with internal procurement teams and their suppliers to discover parts rationalization opportunities, approaches to reduce demand, inventory optimization ideas, and better pricing for high volume items. Other important SRM skills include a sound knowledge of cost drivers, the ability to monitor and report on suppliers’ performance, and a cultural emphasis on jointly identifying/implementing new opportunities.

We have identified seven steps to help procurement departments successfully deploy SRM capabilities to deliver additional hard dollar savings throughout the contract period.

1. Develop a list of suppliers with the organization’s total spend with each for a recent 12-month period, sorted in descending purchase dollar amount. Look to consolidate multiple versions of same supplier name and remove government or not-for-profit organizations.

2. Review the remaining for-profit suppliers and determine if they fit into one of the three following categories based on business impact and business risk (see Figure 1). Note that the majority of the suppliers will not fall into any of these categories.

   a. **Strategic**: Supplier provides the greatest potential value and poses the highest potential risk of impacting delivery of products and services necessary for the organization to operate or deliver its services to its customers (e.g., IT Hardware). The focus is to pursue partnering outcomes with Strategic suppliers.

   b. **Collaborative**: Supplier is not critical to the organization, but has high levels of purchases (e.g., Construction Services). Focus is on managing the relationship versus events that occur with the supplier, and exploring opportunities for adding value. Collaborative suppliers possess potential to become Strategic suppliers in the future.

   c. **Opportunistic**: Supplier is essential to daily operations, but relationship is managed more operationally / tactically (e.g., Commercial Off The Shelf Software). With Opportunistic suppliers, sourcing efforts are more tactical and there is minimal time required to manage the relationship.
3. For the suppliers that fall into the Strategic and Collaborative categories, identify a resource within the organization to be the designated Supplier Relationship Manager. This person may be from outside of the procurement department and represent the largest buyer of the supplier’s goods or services.

4. Formally engage the Strategic suppliers with an initial meeting to discuss objectives of the SRM process, roles and responsibilities of both parties, and incentives for each party to achieve the mutually agreed upon objectives. We recommend starting with a few Strategic suppliers to pilot the process. This will help identify any improvement opportunities that can be implemented prior to engaging additional suppliers. Once the Strategic suppliers are covered, procurement can look to expand the SRM program to Collaborative suppliers as appropriate.

5. Collaboratively develop and deploy relationship scorecards with each targeted Strategic and Collaborative supplier to help monitor the health of the relationship and align both parties on performance metrics that support the mutually agreed upon objectives. We recommend starting with a few key metrics to focus both parties on a manageable number of metrics that can be added to as needed over the contract period.

6. Conduct regularly scheduled business review meetings (e.g., quarterly) with Strategic and Collaborative suppliers that include the Supplier Relationship Manager, procurement department leadership, and the supplier at a minimum. The focus of these regular meetings should be to review the relationship scorecard to acknowledge above target performance and develop plans to address below target results, resolve any issues, discuss trends in the marketplace, review changes in the organization’s needs, and collaborate on innovative opportunities to drive further total cost reductions for both parties, including:
   a. Adding discounts / rebates / pricing incentives
   b. Identifying improvements to the requisition-to-payment process that reduce or eliminate waste
   c. Increasing requisitioner training or education to reduce maverick spending
   d. Introducing new or substitute products that provide better value
   e. Shifting value-added services between parties

7. Repeat the review of the organization’s for-profit suppliers regularly to determine if any adjustments need to be made to the categorization of suppliers to enable procurement to focus its constrained resources on the right set of supplier relationships.

While completing this through review of the organization’s suppliers, we recommend that you also look for situations where there are multiple suppliers providing the same or similar goods or services to the organization. These are potential opportunities for supplier rationalization through strategic sourcing to better leverage the organization’s purchasing power.

Government and higher education procurement departments have an opportunity now more than ever to deploy SRM capabilities to collaboratively deliver additional total cost savings with contracted suppliers.

From the President: What is Strategic Procurement and How Can I Learn More?
For some time now, our profession has been discussing the importance of moving our efforts towards a strategic focus as opposed to a tactical one. So, then, what do we really mean by strategic procurement? Simply stated strategic means to think about what you are doing before you are doing it. On the other hand tactical is responding to the situation at hand. Strategic procurement is an approach that formalizes the way information is gathered and utilized in order to improve its purchasing power to obtain the best value in the marketplace. It requires an analysis of what an organization buys and why and how they are buying it.

There are a number of proven methods that characterize strategic procurement:

- Spend analysis: Examine the amount of money spent in each category of goods and services and identify opportunities for improvement. In strategic procurement emphasis is placed on total cost of ownership.
- Supplier relationship management: Measure supplier performance and meet with the important suppliers to implement improvements.
- Process improvement: Evaluate and identify ways to improve the internal structure and systems to improve efficiencies.
- Technology implementation: Continuously update and enhance technology to reduce cycle time and eliminate non-value added work.

If you are interested in learning more about strategic procurement NAEP has a great opportunity for you. NAEP is conducting a Strategic Procurement Institute from January 14th through the 16th in Denver, Colorado. The Institute will provide a thorough understanding of the leading practices involved in strategic procurement. Additionally, you will learn various methodologies and process to successfully execute strategic procurement.

For additional information please contact Melanie Freeman, Manager of Education and Training at mfreeman@naepnet.org or visit the NAEP website at www.naepnet.org. I encourage each of you to join other higher education purchasing professionals to attend this exciting opportunity.

NAEP’s 92nd Annual Meeting: All You Need to Know

April 7-10, 2013 at Disney’s Contemporary Resort, Orlando, Florida
“The Magic of Collaboration & Partnerships”

To weather the current fiscal storm, your peers and colleagues have found new and creative ways to innovate and collaborate. The NAEP Annual Meeting is designed to tap the diverse array of expertise and wisdom among our Membership and other professionals allied by the Higher Education industry. The three-day program features multiple tracks of workshop/sessions, keynote speakers, and special events that provide opportunities for one-to-one meetings and networking.

Now in its 92nd year, the NAEP conference attracts hundreds of purchasing professionals from two- and four-year institutions, representing public, private, research, K-12 school districts and healthcare areas. There will also be attendees representing facilities, food services, auxiliary services, HR, telecommunications, and information technologies.

- Hotel, Travel, Program, Events, Registration
- Sponsor and Exhibitor Information

Save $100: Early Bird Registration Ends December 31
Register by December 31, 2012 for NAEP’s 2013 Annual Meeting and qualify for the reduced Early Bird discount, offered to both members and nonmembers. Save $100 on registration fee for hotel, travel, exhibit, sponsorship and program.

Win $25 for Recommending an Exhibitor
Are you doing business with a company that should be exhibiting at our 2013 Annual Meeting? If you recommend a company that has not previously exhibited and they become an exhibitor at our 2013 meeting in Orlando, Florida, you’ll win a $25 gift card. It’s that simple. But don’t delay. Simply send the vendor’s name and contact information to NAEP by clicking here.
See you - and your vendor - in Orlando!

Annual Meeting Cost Justification Toolkit
If you’re still trying to get your employer’s approval to attend NAEP’s 92nd Annual Meeting in April 2013, here’s some help: NAEP’s Annual Meeting Cost Justification Toolkit. We’ve done the research and have even written your letter of request for you. All you need to do is fill the details that are specific to you and you are ready to go.
- Expense Worksheet (.xls)
Bring a Companion to NAEP's Orlando Annual Meeting

Participants' guests are invited to register for the companions' program. Individual tickets for several social events may be purchased in advance or at the NAEP Registration Desk upon arrival in Orlando. See chart below. For convenience, we suggest you register your companions before the meeting. This will expedite the process at the Registration Desk.

Ticket Cost
Welcome Reception - Sunday: $50
Host Event - Monday: $50
President's Reception: $50
Exhibit Hall Pass Grand Opening: $30
Exhibit Hall Pass, Tuesday: $30
Golf Tournament: $95
Golf Club Rental: $25

Deadline: January 25 - Nominations for Recognition Awards

Once a year, you have a chance to honor your colleagues who have contributed their time and expertise to support the work of both NAEP and E&I Cooperative Services. Show your appreciation by nominating someone for a Recognition Award. Self-nomination is also welcomed. Winners for the year 2012 will be announced at a ceremony at the Annual Meeting in Orlando, April 7-10, 2013.

See guidelines and application form.

Scholarships: NAEP Scholarships=Opportunity

By Judy Rees and Tom Kaloupek, NAEP Scholarship Committee Members

Every year, a dedicated group of higher ed procurement professionals devotes a portion of their time to organizing and planning events and publicity to support the NAEP Scholarship program. In past years, their work has been primarily focused on fund-raising events such as the silent auction and the Gerald F. Evans Golf Classic. These events add some fun to the Annual Meeting and produce income for professional development scholarships for our members.

NAEP has three established scholarship programs: the William E. Haas Memorial Scholarship Fund which supports professional development for NAEP members; the Nancy Tregoe Scholarship, which also supports professional development; and the Sons and Daughters Scholarship Fund, which supports member-dependent children as they seek to further their education. Detailed information about these offerings can be obtained from the Scholarships section of the NAEP website.

In 2012 something new happened. The Committee awarded the first Sons and Daughters Scholarship of $1,000 to the son of a long-standing member. A video of this fine young man was presented at the Annual Meeting. It was truly a “feel good” moment. Committee members were deeply impressed by the quality and credentials of the young people who applied. It is obvious that we have many deserving sons and daughters who could use financial support as they continue their education. In recognition of this, the Scholarship Committee has decided to make two awards in 2013. There will be a call for applications coming in the fall - so now is the time to start thinking about a submittal for this wonderful opportunity.
NAEP started the Sons and Daughters Scholarship Fund only three years ago and has already made an inaugural award! Thanks are due to several of our Regions, suppliers, and Members who have
contributed generously to this fund to get it started. The Committee hopes to build upon the momentum and to offer either more scholarships or higher-value scholarships each year.

We would specifically like to thank... the Upstate New York, Kentucky, Great Lakes, TAGM, TOAL and PA/DE/WV Regions, the suppliers Meeting Expectations, Provista, Huron Consulting, and Konica Minolta, and numerous individuals for their financial contributions.

The second goal of the Scholarship Committee is to increase the endowment of the William E. Haas Scholarship Fund, so that each Region will receive one scholarship to award to a Member every year. The scholarship award is intended to help pay for or reimburse expenses associated with attending an NAEP Institute or Annual Meeting for those who otherwise would not be able to participate. Presently, each Region receives a scholarship every other year. The Fund endowment is roughly $250,000. The goal is to reach an endowment of $400,000.

We hope that you have a picture of success and thank you for supporting these highly worthwhile programs.

Certification: Upcoming Changes to the UPPCC Certifications

Change is always challenging, but to continue to improve the CPPO and CPPB certifications and, thereby, the Purchasing Profession, the UPPCC Governing Board must work with the staff and Board of Examiners to improve the requirements and testing for certification.

Many of you may remember when the UPPCC changed from a written test to a computerized one, and when the verbal portion of the CPPO was discontinued. There were mixed responses from our members when this was done; however, we all lived through the changes, the new tests have been accepted and our members are still earning their certifications. Some say the changes made certification easier to obtain and others say it made it more challenging but, overall, most say it was a move in the right direction and made the testing process more objective.

In November 2010, the UPPCC announced new certification eligibility requirements that will go into effect for all applicants on January 1, 2014. Making this announcement so far in advance has given many members the option to obtain their certification before these changes come into effect. The new eligibility requirements are based on minimum requirements based on a sliding scale directly related to the applicants' level of formal education. In April 2012, after receiving input from members of several associations, the UPPCC made further modifications to the planned eligibility requirements and created an alternative option for meeting the procurement coursework requirement.

Currently, the minimum education requirement for a CPPB is a High School Diploma or GED with 96 contact hours of purchasing training and five years of purchasing experience, three of those in public purchasing. Under the new requirements, candidates will be required to have an Associate’s Degree, 3 credit hours of public-procurement coursework, or 6 credit hours of procurement-related coursework and 56 hours of “instructor-led” procurement training; another option for the hours of training and coursework is 158 contact hours of “instructor-led” procurement training. Additionally, you must have three total years of public-procurement experience.

The minimum for a CPPO is currently a CBPP Designation, 144 contact hours in purchasing seminars/courses and 8 total years of purchasing experience, in which 2 must be in a public-purchasing management function. The new requirements include a Bachelor’s Degree and either 3 hours of public-procurement coursework or 6 credit hours of procurement-related coursework and 56 contact hours of “instructor-led” procurement training or a total 158 contact hours of “instructor-led” procurement training. The UPPCC Governing Board is interested in raising the standards for achieving professional certification through the UPPCC, but also wants to ensure that it gives prospective candidates a range of options and educational formats in which to choose from that will best fit their personal education needs. For additional information on the new requirements please review the 2014 eligibility requirements.

So the question that you need to ask and answer for yourself is: Am I qualified and prepared to take the test now, or do I need to wait because of the requirements or study time needed? There are two exam times available in 2013: May 6-18 and October 14-26. The full schedule for these exams is available on the UPPCC website at www.uppcc.org.

The bottom line is that education and certification are important in our profession. Whether you are learning so that you can become certified, to better yourself, or to satisfy a thirst for knowledge, keep on learning because Procurement is an ever-changing field and none of us knows everything.
Supplier Diversity: Jesse Moore Hosts MWOBs Conference at Purdue

Join us in congratulating Jesse Moore on hosting Purdue University’s 8th Annual Relationship to Partnership for Minority and Women-Owned Businesses (MWOBs) on Friday, November 16, 2012. The conference sessions, presented by the Supplier Diversity Development Coalition of Greater Lafayette, brought together leaders in the supplier diversity field to give procurement guidance to minority and women-owned businesses. It also provided a way for them to network with leading buyers and end-users of a wide range of procurement needs.

Conference Summary: Purdue University’s 8th Annual Relationship to Partnership for Minority and Women-Owned Businesses

Melvin J. Gravely II, PhD, founder of the Institute for Entrepreneurial Thinking, a nationally-recognized Cincinnati think tank focused on improving results of minority business development efforts, gave the awards luncheon keynote address and participated in the opening plenary session. The sessions focused on the theme, “The New Realities Facing Diverse Businesses.”

Gravely has been featured as an authority on minority business development in various national media outlets around the country, including Entrepreneur magazine, American City Business Journal and Black Enterprise magazine. He is the author of “The Lost Art of Entrepreneurship,” “When Black and White Make Green,” “Getting to the Next Level” and “What Color is Your Opportunity.”

The plenary session also featured four Indiana minority business leaders, including Mamon Powers III, vice president of Powers & Sons Construction Co., in Gary; Billie Dragoo, president and CEO of RepuCare and RepuStaff in Indianapolis; Maura Robinson, CEO and owner of M.G. Robinson, Inc., in Evansville; and John Thompson, CEO of Thompson Distribution Co., in Indianapolis.

The plenary was followed by three concurrent breakout sessions. One session focused on construction, architecture, engineering and related services. The second session highlighted the marketing, computer and information technology fields while the third session looked at products, goods and professional services such as consulting and facilities. A resource and networking session held at Purdue Memorial Union precluded the awards luncheon. To find out more information or how to get involved call Purdue University Office of Supplier Diversity at 765-494-3739 or email supplierdiversity@purdue.edu.

- View Conference Brochure

GPO: Group Purchasing Organization Portal for Higher Education

In October 2012, NAEP and Unimarket signed a strategic partnership to develop an on-demand solution, GPO Portal for Higher Education, which streamlines the sourcing process for contracts. Benefits of the portal include online consolidation and normalization of agreements from multiple Group Purchasing Organizations and vendors and access through a single-user Interface, customizable for individual organizations.

Among other benefits, this would result in a significant reduction in time required to identify and analyze cooperative agreements from multiple organizations and enables NAEP’s higher education members to easily identify and access agreements that benefit their institution. The NAEP Portal will be instrumental in helping members become more efficient and effective as they look to compare and contrast contracts that are available in the marketplace.

Member News

THANK YOU to all of you that submitted Member News for the December Edition of the Purchasing Link. The Member News Section of the Purchasing Link allows you to share exciting things going on in your life and the lives of others! Our NAEP Community wants, and loves to hear about all you are doing within the Procurement areas. To submit member news email Shaunte, sshelton@naepnet.org.

David Silvey, Senior Strategic Sourcing Specialist Team Lead for the University of Missouri System, shares the happy news that he and his wife are expecting their third child (a boy) in February. With one son entering college next year, David says, “Wow, makes me wish I hadn’t given away all my baby stuff back in 1999. Prices seem to have gone up since then.” David volunteers for Cornell University, Missouri Department of Conservation, National Park Service, National Fish and Wildlife Service, Audubon Society, Native Plant Society, Missouri Stream Team, and Missouri River Relief and has
Promotions

- Carol Barnhill, promoted to Director of Procurement & Travel Services at Arkansas State University-Jonesboro
- Charles Fennell, promoted to Procurement Specialist at University of Memphis

The University of Colorado Shared Practices Program, which recognizes innovative work across the university, awarded 2nd place for FY2012 to the green-clean team of Michael Fox, Strategic Sourcing Manager; Will James, Purchasing Services Manager; Charlene Lydick, Associate Director of Procurement; and Duane Tucker, Strategic Contracts Manager. The awards were presented at a reception on November 1, 2012. For more information on the Shared Practices Program, including details on the green-clean initiative, see the CUSP website.

Happy, Happy Birthday from all of us to you; Happy, Happy Birthday we hope your wish comes true!

- Greg Woodyard, George Mason University, 11/20
- Linda Joski, Lafayette College, 11/29
- Charlene Lydick, Colorado State University, 11/30
- Melanie Freeman, NAEP National Office, 12/25
- Betty Lees, Muhlenberg College, 11/30
- Tom Hoffmeyer, Baylor University, 11/30

It's never too late to celebrate!

Winners of RFP Challenge 2012

Earlier this year, the Pro-D committee, in conjunction with the NAEP staff, sent out a challenge to Members to increase the number of RFPs and Job Descriptions for the online library. The prize for the District with the highest number of original and approved documents was two (2) fully paid registrations to the 2013 NAEP Conference in Orlando, Florida.

We thank everyone that participated. When we started, there were about 60 documents in our library. With submissions received through the challenge and thereafter, the NAEP library now contains 346 RFPs and 23 Job Descriptions. The RFP Library is a great resource for Members who are looking for examples and that helps in not having to reinvent the wheel!

So are you curious who won the complimentary registrations?

And the winner is... (drumroll, please)... District III

Within District III, the University of Kentucky submitted the most RFPs, so they have won one registration. The second winner is soon to be announced.

This challenge created such excitement and resulted in a tremendous increase of benefits available to NAEP Members. For these reasons, we have decided to have another challenge for the year 2013.

Which District will submit the most RFPs and Job Descriptions for 2013 and win two fully paid registrations to the 2014 Annual Meeting in Louisville, Kentucky?

More information for the upcoming challenge is coming!

Sustainability on Campus

Swarthmore College Alumni Join Fossil Fuel Divestment Movement

About 100 alumni have signed Swarthmore College’s Alumni Petition for Fossil Fuel Divestment. Started by the Swarthmore Mountain Justice student organization, the petition aims to demonstrate to the administration that a range of Swarthmore community members, not just students, support fossil fuel divestment.

Pomona Dining Services Installs Green Technology

(U.S.): Dining Services has installed eight eCubes as part of the college’s continuing efforts to increase its sustainable operations. The eCube fits over a cooler’s thermostat and mimics food temperature, increasing a cooler’s efficiency. The project is expected to produce a cost savings of approximately $3,000 per year.
Indiana University Bloomington’s Greenest Floor Challenge

The first Greenest Floor Challenge at Indiana University Bloomington is off to a successful start. The competition rewards the floor in each residence that green-certifies the largest percentage of rooms through the Green Room Certification Program. The Green Room Certification Program was designed by IU Office of Sustainability interns, in partnership with Residential Programs and Services, to provide students living in the residence halls an individual or room-by-room framework for reducing their energy and resource consumption, building community, and reinforcing sustainability-driven values through personal actions and engaging in curricular and co-curricular sustainability programming.

Membership Renewals

We would like to send a special THANK YOU to the first 50 institutions that renewed their dues for 2013, listed here in the order of receipt.

1. Adelphi University
2. American University of Beirut
3. Southern West Virginia Community & Technical College
4. Albion College
5. Alfred University
6. DeSales University
7. Neumann University
8. American Museum of Natural History
9. American University
10. Bloomsburg University
11. Arkansas State University-Jonesboro
12. Art Center College of Design
13. Asbury Theological Seminary
14. Brooklyn Public Library
15. Auburn University
16. Austin Community College
17. River Oaks Baptist School
18. Baylor University
19. George Fox University
20. Stevens Institute of Technology
21. Bellevue College
22. Benedictine College
23. University Student Living
24. Franklin & Marshall College
25. Bethel University
26. Biola University
27. Black Hills State University
28. Brigham Young University-Hawaii Campus
29. Bucknell University
30. Butler County Community College
31. Mott Community College
32. California State University-Long Beach
33. California Institute of Technology
34. California State University-Bakersfield
35. California State University-Sacramento
36. Calvin College
37. Campbell University
38. Canisius College
39. Carleton College
40. Central Arizona College
41. Central Michigan University
42. Central Ohio Technical College & OSU-Newark
43. Central Piedmont Community College
44. Central Washington University
45. College of Southern Maryland
46. Chemeketa Community College
47. Clark State Community College
48. Clarkson University
49. Cleveland State University
50. Clovis Community College

The NAEP National Office appreciates your continued support!

Quote of the Month

“The purpose of an organization is to enable common men to do uncommon things.”

– Peter Drucker