



**Minnesota Chapter of  
National Institute of Government Procurement (NIGP)**

**May Business Meeting**

Thursday, May 25, 2023

1:00 – 4:00 PM

Please join us on **Thursday, May 25, 2023**, at **1:00 PM**, for the May MN NIGP Hybrid Chapter Meeting. The in-person meeting will take place at the City of St. Louis Park Municipal Service Center (MSC), 7305 Oxford St., St. Louis Park, MN 55426. This meeting will also be available virtually via Zoom. The Zoom meeting information will be provided to registered attendees within the NIGP Registration Confirmation e-mail from the MN NIGP website. You must register to attend to obtain the virtual Zoom meeting details. For those attending in person, there is an optional networking event scheduled following the meeting at Park Tavern in St. Louis Park, MN.

**In-Person Meeting**

*City of St. Louis Park Municipal Service Center (MSC)  
7305 Oxford Street  
St. Louis Park, MN 55426*

**In-Person Networking Event**

*Park Tavern  
3401 Louisiana Avenue South Street  
St. Louis Park, MN 55426*

**Virtual Zoom Meeting**

\*The Zoom meeting details will be provided within the NIGP Registration Confirmation e-mail from the MN NIGP website. You must register to attend to obtain the virtual Zoom meeting details.

**12:30 PM – Welcome and Networking**

**1:00 PM – Call Business Meeting to Order**

1. Secretary Report
2. Treasurers Report
3. Membership Report
4. Governance Report
5. Professional Development Report
6. Communications Report
7. Programs Report
8. Vice President Report
9. President Report
10. Old Business
11. New Business
12. Nominations
13. Adjourn

**1:45 PM – Break and Networking**

**2:00 PM – Hybrid Professional Development Program: "Stuck in a Low Bid World? Recommendations to Adopt Next Practices TODAY"**



**Jake Smithwick, PH.D, MAP**

Dr. Jake Smithwick is a professor at the University of North Carolina in Charlotte. His research focuses on organizational performance benchmarking within procurement, facility management, construction, and business services. His industry experience includes work on more than \$500M of procured services, field inspection of nearly 2,000 roofing systems across the United States, and six years in the US Air Force Reserve (civil engineering squadron). He is a board member of the Center for Procurement Excellence.

**"Stuck in a Low Bid World? Recommendations to Adopt Next Practices TODAY"**

Let's cut straight to the chase: low bid procurement is extremely risky and has far reaching negative impacts to many parts of our work. As a result, quality decreases and the owner receives an inferior product. We are at a crossroads: continue the status quo on project procurement or make the change to leverage expertise. Through real examples and practical advice, procurement professionals can learn to become the industry's "client of choice."