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## ASSOCIATION MEMBERSHIP MANAGEMENT IN CHALLENGING TIMES

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The demographics of the purchasing and supply management profession have changed dramatically in past decades. Gone are the days of the “good ole boys network” where the profession was dominated by middle-aged white men. The ranks of the profession is now comprised of women and younger people whose value sets and professional requirements are different from previous generations. Further, today’s economic turmoil has added a new set of challenges to membership associations. Associations find themselves challenged to meet the needs of this new demographic as well as weather the current economic situation. Is the old association model a thing of the past? In this session, we will discuss a variety of options to attract and retain members; the professional development of membership and how we can meet their needs. We will also discuss the potential structure of a ‘virtual’ association.

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**Jim Haining**, MBA, CPSM, C.P.M., A.P.P. has over 20 years experience in Supply Management in a variety of roles. He is currently employed by Clark County Nevada in Las Vegas, Nevada and is assigned to University Medical Center as the Purchasing Administrator. Former employers include Insituform Technologies, Inc., Sprint and Sierra Pacific Power Company.

Jim has been a workshop presenter at the ISM International Supply Management Conference and the ISM Southwest Forum’s Supply Management Conference for the past several years. He also provides leadership training for the ISM Summer Leadership Workshops nationwide. Jim has taught as an adjunct professor at Truckee Meadows Community College in Reno, NV. Jim received his BS from Brigham Young University and MBA from the University of Phoenix. Jim was one of the first supply management professionals to receive ISM’s Certified Profession in Supply Management (CPSM) designation. He holds a Lifetime C.P.M. and A.P.P. designation.

Jim has been very involved in ISM and its affiliates since 1989. Jim is currently Executive Director of the ISM – Nevada, Inc. Jim is a member of the ISM Spokesperson Team and has served on ISM Board of Directors, ISM Affiliate Support Council, and ISM Regional Leadership Training Committee.