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E&I PRESENTS RECORD YEAR-END FINANCIAL RESULTS DURING ANNUAL STOCKHOLDERS' MEETING
Finances and Member Awards Presented at 2019 NAEP Annual Meeting in Kansas City, Missouri

KANSAS CITY, M.O. – E&I Cooperative Services (E&I) held its annual Stockholders' Meeting during the 2019 National Association of Educational Procurement (NAEP) Annual Meeting on April 9, 2019 in Kansas City, MO. Year-end financial results for the Cooperative were presented along with E&I's annual membership awards.

The meeting opened with words from Barry Swanson, E&I Board of Directors President and Chief Procurement Officer at the University of Kentucky. The E&I Contracts Update was presented by Kevin Maloney, E&I Board of Directors member and Director of Strategic Sourcing and PantherExpress System Solutions at the University of Pittsburgh. David Martinson, Secretary-Treasurer on the E&I Board of Directors and retired Associate Vice Chancellor for Business Affairs at the University of Arkansas, presented the following results for what turned out to be a record-breaking year:

- Member purchases exceeded \$2.79 billion.
- Members realized more than \$200 million in savings by using E&I contracts.
- Membership increased to nearly 5,000.
- Member satisfaction reached 87% very or extremely satisfied with 99% total satisfaction.

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The prestigious David H. Lord Cooperative Services Award was awarded to Dee Ann Schneider, Director of Procurement Services & HUB Program at Texas A&M AgriLife Extension, in recognition of her exceptional contribution to E&I and its membership through volunteerism in cooperative purchasing. The E&I Cooperative Services Contract Utilization Award, which recognizes the higher ed member institution that used the most E&I contracts in 2018, was awarded to Texas A&M University. The E&I Cooperative Services Contract Volume Award, which recognizes a member institution in higher education with the highest contract purchase volume, was awarded to Indiana University. These member awards will be expanded next year and be based on purchase and contract utilization growth.

“Our multitude of achievements in 2018 show both the power of collaboration, and the need for cooperation when it comes to educational procurement,” said Tom Fitzgerald, CEO of E&I. “The educational landscape is changing, and we need to come together to overcome and face these challenges head-on. We are honored to continue supporting our members and to recognize those who have shown unprecedented support for E&I and our mission. I look forward to the bright future we hold when we work together.”

About E&I Cooperative Services

E&I Cooperative Services (E&I) is the only member-owned, non-profit purchasing cooperative solely focused on serving education and related facilities. E&I delivers expertise, solutions, and services through a diverse portfolio of competitively solicited contracts. By leveraging the knowledge and purchasing power of its nationwide membership, E&I helps higher education and K-12 institutions reduce costs, optimize supply chain efficiencies, and save time on the RFP process. The Cooperative’s member-driven competitive solicitation process has been validated by the National Institute of Governmental Purchasing (NIGP) as complying with generally accepted procurement standards. For more information, please visit: www.eandi.org.