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ISM—New York, Inc.

## Competitive Edge - November Monthly E-Newsletter Volume XXXVI-III

If we take a survey of the greatest actions...in the world...we shall find the authors of them all to have been persons whose Brains had been shaken out of their natural position.  
John Adams

### November, 2015 - In This Issue:

**President's Message**

**November 10, 2015 - Annual Sustainability Conference**

**Call for Volunteers**

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## President's Message

### Nancy Murray

According to the United Nations, by the year 2050, global population will grow to nine billion people - all needing access to healthy food, clean water, sanitation, shelter, mobility, education and health care. To manage these changes, we need to rethink how we live and work.

As procurement specialists, we are presented with a unique opportunity to align with our business partners to understand the impact on our company's purchasing decisions and to find programs that will drive organization wide sustainability initiatives, make a difference to the environment and positively impact the bottom line.

In order to accomplish these goals, we need to communicate, collaborate and commit to continuous innovative thought at every level. One of the most important things we can do, is to commit to doing business with environmentally responsible suppliers. Managing our suppliers now becomes both a business *and* social imperative.

We need to ask ourselves the question "Where can we make a difference?"  
"How can we think about our company and specifically our categories of procurement expertise in a new way?"

November is ISM-NY's Sustainability and Corporate Responsibility month where ISM-NY focus our monthly meeting on this topic. Please join us on the 10th at Citigroup Conference Center for breakfast starting at 8:00AM to hear our guest speaker, Hannah Bronfman, Director, LEED AP & OM discuss "Making an Impact on Sustainability in Today's Corporate Environment."

Nancy  
President, ISM - New York



## Director of Sustainability & Social Responsibility

### Issac Fang

Greetings,

It is that time of the year I put my thoughts into action arranging the ISM NY-Sustainability and Social Responsibility annual meeting.

As many of you have been involved in programs touching upon sustainability and social



## November Membership Meeting

*"Making an Impact  
on  
Sustainability  
in  
Today's Corporate Environment"*

presented by  
**Hannah Bronfman,**  
**Director YR & G, LEED AP & OM**

**Tuesday, November 10, 2015**  
**8 a.m. - 10:30 a.m.**

Most organizations and corporations have included sustainability as a key strategic initiative. However, internal teams and their associated strategies can be as variable as the complexity of a wide range of issues that confront their organization.

Utilizing Corporate Real Estate as a lens for exploration, this session will discuss:

- Market drivers to including sustainability as a part of a larger



responsibility in various degrees, you are aware this has become a subject that is getting more attention as part of the requirements for many things we do either at work or at home (even the Pope had mentioned the si milar).

Most of the environmental improvement programs started and are still driven on corporate level. Although there is not a pro gram that could be a "fit-it-all" or a "fix-it-all", there are many similarities, and often time interchangeability between programs initiated by different business areas.

And for our November event, we would utilize corporate real estate as a lens for exploratio n, to discuss market drivers to include sustainability as a part of a larger corporate sustainability program, prevailing 3<sup>rd</sup> party programs, internal case-making for program growth, and how corporation utilize outside professional services to achieve their sustainability goals and objectives, including some of the most comm only outsourced activities.

Please join me on for an informative and in-depth discussion on the subject. I look forward to seeing you at the event.

Warm regards,  
Issac Fang  
Director of ISM NY  
Sustainability & Social Responsibility



- CSR program
- Prevailing third-party programs
- Internal case-making for program growth
- How corporations utilize outside professional services to achieve their sustainability goals and objectives, including some of the most commonly outsourced activities, and the reasons why
- Case studies and anecdotal information

**Hannah Bronfman, Director, YR & G, LEED AP O+M**

Applying her background in program implementation and communications, Hannah assists organizations in incorporating sustainability uniformly across their business practices, from corporate-level initiatives and policies to building portfolio management.

*Join us for breakfast and this informative presentation on:*

**Friday, November 6, 2015  
8:00 AM - 10:30 AM**

Thank you to our generous host  
[Register Now!](#)

Confirmations will be sent by Monday, November 9, 2015

## Volunteers Needed

### Develop skills, network and be part of ISM - New York's Success

ISM-New York has a number of opportunities to serve on various standing committees and assist at membership events. We have exciting programs planned but we need your help to make these events a success. Volunteer and develop your leadership skills, network and have some fun in the process.



ISM-New York is in need of volunteers to assist as photographers, social media gurus, event planners, copy writers as well as meeting and event support.

We are asking individuals who are interested in volunteering to email Julienne Ryan, Executive Director stating "Volunteer" in the subject line.

Quote of the Month:

*" Being a volunteer with ISM NY's Supplier Diversity Committee has provided great opportunities and experiences. It has not only helped me to develop large event and meeting organizing skills, it has allowed me to network with many members."*

## Upcoming Professional Development & Certification Review

**Click the title for more information.**  
**Download our new editable [Registration Form.](#)**

**Contract Law 101**  
**Legal Aspects of Purchasing & Supply Management**  
**November 12, 2015**

**Vendor Audits and Assessing Vendor Risks**  
**December 2, 2015**

**Advanced Purchasing Management Two Day Course**  
**December 7- 8, 2015**

## Award Applications Now Available

The J.H. Leonard Award is given to an ISM-New York member who has rendered distinguished service to the Association in one or more of the following areas: - Participation in scheduled meetings, forums or other activities of the Association; - Service to the Board of Directors or a committee; - Contributions to Competitive Edge; - Other contributions to the growth, development or professional stature of the profession and ISM-New York. Click here to download a copy of the application. The submission deadline is April 1, 2016 for the committee's consideration.

The Davis-Kassa Scholarship is named after former Executive Directors of ISM-New York who served with distinction: Robert Davis, who served from 1957 to 1978 and Abate and Waka Kassa, who served from 1981 to 2000. This scholarship recognizes the scholastic achievements of a full-time college student who is the child of an ISM-New York member. Criteria to apply: 24 credits (undergraduate or graduate) at an accredited college or university, GPA of a 3.0 (cumulative), completed application with references. Click here to download a copy of the application. The submission deadline is March 4th, 2016.

## Mark Your Calendars

### Upcoming Meetings



**ISM - NY Annual Conference**  
**Wednesday, March 16th, 2016**

**[Call for Presenters](#)**  
**[Sponsors & Exhibitors](#)**

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