



FOR IMMEDIATE RELEASE
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Washington's MariJane Kirk Receives NASCA's Government Operations Champion Award

RICHMOND, VA – MariJane Kirk, Assistant Director, Business Resources Division in the Washington State Department of Enterprise Services, received the Government Operations Champion Award from the National Association of State Chief Administrators (NASCA).

NASCA, an association devoted to state Chief Administrative Officers and their senior leadership, presents the award to honor an individual that champions the critical role of efficient, effective, equitable operations and demonstrates a passion that good government operations and programs will enhance the customer and citizen experience.

Ms. Kirk received the honor on September 19th 2023, during NASCA's award ceremony at the 2023 Institute in Indianapolis, Indiana.

"As a leader, MariJane is committed to her employees and demonstrates a human-centered approach to everything she does. She treats others with respect and dignity, and she sets expectations for her team to ensure a healthy, transparent, and cohesive work culture." says Tara Smith, Director of Washington State Department of Enterprise Services (DES).

Under MariJane's leadership, DES has more than doubled the number of light-duty electric vehicles in its fleet from 3.5% at the beginning of fiscal year 2023 to 7.2% at the end of fiscal year 2023, despite significant supply chain issues.

Kirk has a long list of accomplishments in Washington:

- Developed guidelines as a resource for state agencies to implement strategies to reduce printing costs. By offering reduced rate presort services for letters, the DES Consolidated Mail Services program has saved the state \$5.74 million in fiscal year 2022 and \$6.1 million in fiscal year 2023.
- Led the Washington State Surplus Operations program to achieving record revenue targets in fiscal year 2023, with over \$53 million in total sales to date with partner GovDeals.
- Oversaw cross-agency emergency operations during the pandemic to receive and distribute more than 185 million pieces of life-saving personal protective equipment to government agencies and frontline workers

- In Fiscal Year 2022, Surplus returned \$10.2 million to state agencies and kept 379 tons of materials out of landfills.

Under MariJane's leadership, the Surplus Operations team developed a comprehensive plan of action to adapt to a post-pandemic age, including:

- Moving the in-person retail store to an online storefront, making items more accessible to customers across the state and nation, and increasing revenue that goes back to state and local governments. Online sales increased 64% and proceeds paid out to agencies increased 55% from 2019 to 2022.
- Shifting from a walk-in/pick-up surplus service for state agency customers to an appointment-based procedure that allows staff to focus on individualized customer service by helping to guide customers through the process and better understanding their needs.

"She [Kirk] orchestrated an initiative to bring pay parity to employees across her division and is always seeking opportunities to connect with her employees and celebrate their work. Each year during Public Service Recognition Week, MariJane personally recognizes each of her more than 180 employees with a handwritten note. She creates an inclusive team environment in which her leadership sets the bar for the managers on her team to do the same." says Tara Smith, Director, DES.

The Government Operations Champion Award was established to recognize individuals in departments of administration that demonstrate a passion and execute on advancing the industry.

ABOUT NASCA

The National Association of State Chief Administrators (NASCA) is the leading organization advancing professional development and best management solutions for the administrative functions of state government. The association provides state Chief Administrators with the opportunity to increase their knowledge of state government administration through education, networking and information exchange on state government trends, leading edge innovations, standards and best practices.

NASCA's mission is to help state Chief Administrators and their teams strategically transform state government operations through the power of shared knowledge and thought leadership.

CONTACT

Claire O'Keefe
Interim Program Manager
National Association of State Chief Administrators
804.381.6993
programs@nasca.org
www.nasca.org

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