

## Partner with CAPPO, Inc.



## 2017 Partnership Program

### 2016/2017 CAPPO Board:

Craig Rader, President  
Debbie Casper, First VP  
Darryl Sweet, Second VP  
Adrian Brown,  
Secretary/Treasurer  
Jana Vargas,  
Immediate Past President

### Directors:

Mike Derr  
Mary Horger  
Keri Hinojos  
Jack Pellegrino

## California Association of Public Procurement Officials, Inc.

CAPPO has a high regard for its vendors and supporting organizations. It is our belief that by working together we can achieve our greatest success. The Partnership Program is built on this belief and recognizes the importance of our Vendor Partners and establishes a mutually rewarding relationship.

The 2017 CAPPO Partnership Program offers an attractive mix of conference and non-conference benefits for our Partners. By partnering with CAPPO, Inc. you will receive exclusive opportunities for advertising, publicity, networking and recognition. CAPPO's membership is composed of procurement directors, managers, buyers and construction contracting staff that influence and impact spend from cities, counties, utilities, transportation agencies, universities, schools and special districts throughout the State of California.



The 100th Annual CAPPO Conference and Supplier Exposition will be held at the Silverado Resort and Spa in Napa from January 24 - 27, 2017. The resort has a generous amount of space to accommodate supplier/member networking events and the Vendor Expo. A golf tournament is scheduled at the venue's PGA course (home of the Safeway Open). We are looking forward to a great conference experience and expect this will be a great opportunity to highlight the capabilities and offerings of our Partners.

Craig Rader  
CAPPO President 2016/2017

**CAPPO, Inc.**, was formed in 1915 as a nonprofit organization dedicated to maintaining the highest standards of professional behavior and ethical conduct in public procurement. As the oldest public purchasing association in the United States, **CAPPO** members exchange ideas in an effort to resolve problems affecting California's public agencies by sharing information on technical advances, cost factors, new laws, and sources for products and services.

**Objective:** To establish a structured program to provide unique opportunities to interact with the CAPPO Board and the CAPPO membership, while maintaining the professional integrity of CAPPO, Inc.

**Opportunities:** CAPPO's Partnership Program is a contribution supported program designed to enhance regular communication between participants and the CAPPO Board and to offer unique exposure opportunities for participants.

**Partnership levels:** The Partnership Program offers three levels of participation, Silver, Gold and Platinum. The Silver and Gold Levels are open to all vendors, contractors and suppliers doing business with public agencies throughout the State of California. The Platinum Level is limited to non-profit organizations, government cooperatives and joint power authorities.

**Limitation on Partner levels:** The CAPPO Partnership Program is limited. Partner status is granted on a first come first serve basis. Incumbent Partners will have first option before accepting new Partners. All Partners must abide by CAPPO's code of ethics. CAPPO reserves the right to reject the application of any organization.

**Effective dates:** Platinum, Gold and Silver Partner Programs are effective for a one (1) calendar year. Sign up's may occur any time prior to the beginning of the calendar year (renewal invoices will be mailed out in the Fall of the preceding year). To ensure adequate time to publish an ad in the Conference Program, ad must be submitted before December 1st. Ads submitted after December 1st will not be guaranteed for publication in the Conference Program.



## Working together we achieve our greatest success.

**Vendor Advisory Board (VAB):** Up to ten Gold and Platinum Partners (combined) will be eligible to take part in the CAPPO Vendor Advisory Board. Applicants must indicate interest on the Partner Program application. Vendors will be selected by the Board and notified regarding participation. The VAB will meet with the CAPPO Board prior to each annual CAPPO Conference. The purpose of the VAB is to identify issues or concerns that the vendor community encounters when working with public agencies, determine ways that CAPPO might address or alleviate these concerns and develop initiatives to influence change. Additionally the VAB will provide insights on how CAPPO might utilize its annual conference and training events to increase value for Partners and participating vendors.



## 2017 CAPPO PARTNERSHIP PROGRAM BENEFITS

Benefit Type		<b>SILVER</b>	
<b>Conference Benefit</b>	Conference booth or table Included at no charge	<b>\$2,500</b>	
	Lunch for two (2) with attendees on the day of the Vendor Expo		
	Attendance at conference vendor training event		
	Attendance for two (2) at conference networking & mixer event(s)		
	Includes 1/4 page ad in conference vendor booklet		
	Prominent display of Partner logo at conference		
	Invitation to attend conference golf tournament if held (not paid)		
<b>Annual Benefit</b>	Receive CAPPO conference attendee list		
	Receive digital edition of CAPPO News		
	Partner contact information listed on website for member access		
		<b>GOLD</b> (includes all Silver Level benefits, plus)	
<b>Conference Benefit</b>	Attendance for two (2) at VIP Dinner with CAPPO Board	<b>\$5,000</b>	
	Invitation for two (2) at Partner lunch with attendees		
	Two (2) additional tickets for the conference networking mixer		
	Includes 1/2 page ad in vendor conference program		
	Individual recognition at events (as available)		
<b>Annual Benefit</b>	Partner logo prominently displayed on CAPPO's home page		
	Permission to display CAPPO logo on Partner website		
	Receive full CAPPO member list		
	Exclusive 1/2 page promotional article in the CAPPO News		
	Participation in the CAPPO Partner Advisory Panel (as available)		
		<b>PLATINUM</b> (includes all Gold Level benefits, plus)	
<b>Conference Benefit</b>	Invitation for two (2) to President's Banquet	<b>\$10,000</b>	
	Exclusive speaking opportunity		
	Includes two (2) full conference registrations		
	Includes full page ad in conference vendor program		
	Invitation to attend golf tournament if held (no additional cost for first 2 golfers, additional golfers will pay standard fee)		
	Opportunity to present educational session (as available)		
<b>Annual Benefit</b>	Exclusive one (1) page promotional article in the CAPPO News		

Note: Benefits are subject to change without notice.

COMPANY PROFILE:

Company Name: \_\_\_\_\_

Type of Business: \_\_\_\_\_

URL: \_\_\_\_\_

CONTACT INFORMATION:

Contact Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company Address: \_\_\_\_\_

\_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email Address: \_\_\_\_\_



Please note: Submission of application does not guarantee acceptance and participation in CAPPO Inc.'s Corporate Partnership Program.

We have read and agree to comply with all instructions, rules, and regulations of the California Association of Public Procurement Officials, Inc., and agree to promptly submit all information required and requested.

Signature: \_\_\_\_\_

Select Partnership Level:

- \_\_\_\_\_ SILVER PARTNER (\$2,500 annual contribution)
- \_\_\_\_\_ GOLD PARTNER \* (\$5,000 annual contribution)
- \_\_\_\_\_ PLATINUM PARTNER\* (\$10,000 annual contribution)

\*Are you interested in holding a seat on CAPPO's Vendor Advisory Board? (Yes/No): \_\_\_\_\_

Check is enclosed for: \_\_\_\_\_

Credit Card (VISA or MasterCard): \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Name of Card Holder: \_\_\_\_\_

Cardholder Signature \_\_\_\_\_

Mail applications with check to: CAPPO, Inc., PO Box Y, Yuba City, CA 95992 or Fax application with credit card authorization to: (800) 334-4831

DISCLAIMER

In light of our constituents' regulatory and ethical operating requirements, CAPPO maintains a policy of supplier neutrality. As such, participation in CAPPO's Partner Program does not represent an endorsement by CAPPO of that Partner, its programs or services. Partners are respectfully asked to refrain from using language that would suggest otherwise.