



## 2017/2018 CAPPO Board:

**Debbie Casper, C.P.M., CPPB**  
President

**Darryl Sweet, CPSM, C.P.M.,**  
First Vice President

**Adrian Brown, JD, CPPO, CPPB,**  
Second Vice President

**Mike Derr, Secretary/Treasurer**

**Craig Rader, CPPO, CPPB,**  
Immediate Past President

Directors North/South:

**Mary Horger**

**Johnnie Terry, CPPO, CPPB**

**Keri Hinojos**

**Jack Pellegrino, CPCM**

## 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 2018 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 101st Annual CAPPO Conference and Supplier Exposition will be held at the Palm Springs Renaissance/ Palm Springs Convention Center from January 8 - 10, 2018. There will be multiple opportunities designed for partners and members to engage in conversation. The week will begin with an opportunity to participate in a golf tournament on Monday, January 8th. On Tuesday afternoon, partners are invited to attend a half day training session on how to do business with government presented by Tammy Rimes, former public procurement official. Activities continue Tuesday evening with a social networking event and the grand finale is the Supplier Expo and Lunch on Wednesday, January 10th at the Palm Springs Convention Center. Please plan on joining us for "A Conference to Remember".

**Debbie Casper, C.P.M., CPPB**  
CAPPO President 2017/2018

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 procurement related concerns including 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 designed to enhance regular communication between participants and the CAPPO Board by offering exclusive opportunities to contributing participants.

**Partnership levels:** The Partnership Program offers three levels of participation, Silver, Gold and Platinum. The Silver and Gold Levels are open to all suppliers and contractors 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 number of CAPPO Partners may be limited. Partner status is granted on a first come first serve basis with incumbent Partners having the first option before new Partners. All Partners must abide by CAPPO's code of ethics. CAPPO reserves the right to reject the partnership application of any organization.

**Effective dates:** Platinum, Gold and Silver Partner Programs are effective for a one (1) calendar year. Partnership renewal may occur any time prior to the beginning of the calendar year of the January Conference (renewal notices will be mailed out in the Summer/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. The CAPPO Board will schedule a meeting with the VAB prior to or during 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 the value for Partners and participating vendors.



# 2018 CAPPO PARTNERSHIP PROGRAM BENEFITS

	Silver	Gold	Platinum
<b>2018 CONFERENCE BENEFITS</b>	<b>\$2,500</b>	<b>\$5,000</b>	<b>\$10,000</b>
10' x 10' draped booth at the 2018 Conference	✓	✓	✓
Partner logo on signage during 2018 Conference	✓	✓	✓
Lunch tickets for the 2018 Supplier Expo	2	2	4
Invitation to 2018 Conference supplier half-day training	2	4	4
Invitation to the 2018 Conference Networking Event	2	4	4
Electronic list of 2018 Conference delegates	✓	✓	✓
Ad in 2018 Conference Supplier Expo Program	¼ Page	½ Page	Full Page
Invitation to submit a promotional article in December 2017 (pre-conference edition) of the CAPPO Newsletter	-	½ Page	Full Page
Prime booth location at 2018 Conference	-	✓	✓
Invitation to attend the 2018 Conference Opening Ceremony with delegates	-	2	4
Invitation to 2018 Partner Recognition Lunch with delegates	-	2	4
Opportunity to provide giveaways in the 2018 Conference totes LIMITED availability subject to approval	-	✓	✓
Coordinated/Block Affiliate booth assignments at the 2018 Conference	-	-	✓
Opportunity to host round table discussion at the 2018 Conference	-	-	✓
Full 2018 CAPPO Conference Registration – Includes registration package provided to CAPPO delegates including educational sessions and President's banquet (not to be used for the purpose of marketing)	-	-	2
Invitation to participate in the 2018 Conference Golf Tournament	*	*	2
Reserved accommodations at host hotel ( <i>payment required</i> )	-	-	2
<b>2018 ANNUAL BENEFITS</b>			
Partner logo included in 2017/18 membership directory	✓	✓	✓
Supplier logo with hyperlink to website displayed on CAPPO's website	✓	✓	✓
Receive Digital Edition of Quarterly CAPPO News	✓	✓	✓
Electronic list of all 2017/18 CAPPO members	*	✓	✓
Participation on the 2017/18 CAPPO Partner Advisory Board	-	✓	✓
Opportunity to conduct an approved CAPPO sponsored webinar free to CAPPO membership. LIMITED availability.		✓	✓
Advertisement in 2017/18 CAPPO membership directory	*	*	✓

\*Advertising opportunities, the golf tournament, the 2017/18 CAPPO membership list and additional tickets for noted events will be available for purchase

**Note:** Benefits are subject to change without notice

## 2018 CAPPO PARTNERSHIP APPLICATION

### 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's Partnership Program.*

We have read and agree to comply with all instructions, and CAPPO's code of ethics, and agree to promptly submit all information required and requested.

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

Name/Title: \_\_\_\_\_

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): \_\_\_\_\_

\*\**Platinum Partnership is limited to non-profit organizations, government cooperatives and joint power authorities.*

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.

## **CODE OF ETHICS**

To regard public service as a sacred trust, giving primary consideration to the interest of The public agency that employs us.

To purchase without prejudice, seeking to obtain the maximum value for each dollar expended.

To avoid unfair practices, giving all qualified vendors equal opportunity.

To honor our obligations and require that obligations to our public agency be honored.

To accord vendor representatives courteous treatment, remembering that these representatives are important sources of information and assistance in solving our purchasing needs.

To refuse to accept any form of commercial bribery, and prevent any appearance of so doing.

To be receptive to counsel from our colleagues, and to cooperate with them to promote a spirit of teamwork and unity.

To conduct ourselves with fairness and dignity, and to demand honesty and truth in the purchasing process.

To strive for greater knowledge of purchasing methods and of the materials we purchase.

To cooperate with all organizations and individuals involved in activities designed to enhance the development of the purchasing profession, remembering that our actions reflect on the entire purchasing profession.