



## 2019 Partnership Program

### Partnering with CAPPO, 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 Partners.

The 2018-2019 Partnership Program offers an attractive mix of conference and non-conference benefits. 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.

CAPPO's Annual Conference will be held in downtown Sacramento, CA. This year's theme is "CAPPO 2019 – Innovation, Collaboration, Sustainability". We believe these three trends approached in concert will direct procurement officials and our Partners toward a focused approach in serving our agencies and the public. Our members look forward to spending dedicated time at the Conference to learn about new products, services and trends such as these. The Conference will provide many opportunities for our Partners to network, build relationships, engage with CAPPO's Board of Directors and its members, and meet VIPs from various national procurement associations. We are looking forward to a great Conference experience and expect this will be a tremendous opportunity to highlight the capabilities and offerings of our Partners.

Darryl Sweet,  
CAPPO President

### 2018/2019 CAPPO Board of Directors

Darryl Sweet, President

Adrian Brown, First Vice President

Michael Derr, Second Vice President

Jack Pelegrino, Secretary/Treasurer

Debbie Casper, Immediate Past President

Directors:

Johnnie Terry Jr.

Jennifer Alford

Ruth Cain

Kristina Peralta



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, news laws, and sources for products and services.

# 2019 Partnership Program

THANK YOU TO OUR KEY PARTNERS

**Objective:** To establish a structured program that provides 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 communications with participants by providing exclusive opportunities for advertising, publicity, networking, recognition and engagement.

**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. 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 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). Conference benefits are for one conference year and to ensure adequate time to publish Conference material, ads and logos must be formatted and submitted before December 1st.



## 2019 Conference Advisory Board

Up to ten Gold and Platinum Partners (combined) will be eligible to take part in the CAPPO Conference Advisory Board. Applicants must indicate interest on the Partner Program application. The purpose of the Conference Advisory Board 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 advisory board participants will provide insights on how CAPPO might utilize its annual conference and training events to increase value for Partners and participating vendors. The Conference Advisory Board will have access to an appointed CAPPO Partner Liaison throughout the year, who will also serve on the Conference Committee. The Conference Advisory Board will be selected by the CAPPO President and notified regarding participation. The Conference Advisory Board will also have the opportunity to meet with the CAPPO Board prior to or at the Annual CAPPO Conference.



## 2018/2019 CAPPO PARTNERSHIP PROGRAM BENEFITS

2019 CONFERENCE BENEFITS	SILVER \$2500	GOLD \$5000	PLATINUM \$10,000
2019 Conference Booth (with partnership banner)	✓	✓	✓
Prominent display of Partner logo at the 2019 Conference	✓	✓	✓
Lunch with Attendees at 2019 Supplier Expo *	2	4	4
Invitation to the 2019 Conference supplier training	2	4	4
Invitation to the 2019 Conference networking event *	2	4	4
Electronic list of 2019 Conference delegates	✓	✓	✓
Ad in the 2019 Supplier Expo Program (or App banner)	¼ Page	½ Page	Full Page
Invitation to submit a promotional article in the December 2018 (pre-conference edition) of the CAPPO News	—	1 Page	2 Pages
Invitation to attend the 2019 Conference Opening Ceremony with delegates	—	2	4
Invitation to attend the 2019 Partner Recognition Lunch with delegates	—	2	4
Invitation to attend a VIP Guest and Board Event at the 2019 Conference	—	2	4
Opportunity to provide giveaways in the 2019 Conference Welcome Packets or Registration area (Limited availability – subject to approval)	—	✓	✓
Coordinated/Block Affiliate booth assignments at the 2019 Conference	—	—	✓
Exclusive speaking opportunity at the 2019 Conference	—	—	✓
Invitation to participate in the 2019 Golf Tournament *	—	—	2
Full 2019 CAPPO Conference Registration for 2 – same package as provided to CAPPO delegates including: additional meals, banquet and educational sessions (not to be used for the purpose of marketing)	—	—	2
Reserved accommodations at the host hotel (payment required)	—	—	2

2019 ANNUAL BENEFITS	SILVER	GOLD	PLATINUM
Partner logo included in the 2018/19 membership directory	✓	✓	✓
Partner logo with hyperlink to website displayed on CAPPO's website	✓	✓	✓
Receive Digital Edition of the Quarterly CAPPO News	✓	✓	✓
Electronic list of all 2018/2019 CAPPO Members	—	✓	✓
Participation of the 2018/2019 Conference Advisory Board	—	✓	✓
Opportunity to conduct or sponsor a free webinar to membership	—	—	✓

\* Golf tournament tickets, additional tickets for noted events, and the 2018/2019 CAPPO membership list will be available for purchase. Note: Benefits subject to change without notice

# CAPPO

CALIFORNIA ASSOCIATION OF PUBLIC PROCUREMENT OFFICIALS, INC.

## 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.



## 2019 Partnership Program Application

### COMPANY PROFILE

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

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

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

### CONTACT INFORMATION

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

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

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: \_\_\_\_\_

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

#### 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 Conference Advisory Board? (Yes/No): \_\_\_\_\_

In addition to your online registration for CAPPO 2019, please submit your Partnership application in one of these ways:

**Mail:** CAPPO, Inc.  
P.O. Box Y  
Yuba City, CA 95992

**Email:** admin@cappo.org

**Fax:** (800) 334-4831

If paying by check, please mail to the CAPPO address shown above.

If paying by credit card please provide information below:

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

Name of Card Holder \_\_\_\_\_ CVV #: \_\_\_\_\_

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

### 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.