

**100TH CAPPO CONFERENCE SUPPLIER EXPO  
RAISING THE STANDARD  
SCHEDULE-AT-A-GLANCE**

<b>Sunday, January 22, 2017</b>				
<b>Start</b>	<b>End</b>	<b>Event</b>	<b>Location</b>	<b>Setup</b>
1:00 PM	5:00 PM	Conference Registration Desk Open	Beaulieu Room	3 Tables
<b>Monday January 23, 2017</b>				
<b>Start</b>	<b>End</b>	<b>Event</b>	<b>Presenter</b>	<b>Location</b>
7:00:00 AM	5:00:00 PM	Conference Registration Desk Open	Registration Chair	Beaulieu Room
<b>Pre Conference Seminars</b>				
8:00 AM	4:00 PM	New Buyer Basics	John Finney, Lead Buyer, County of Sacramento	Vintner
8:00 AM	4:00 PM	Bullet-proofing Your RFPs: Getting it Right!	Michael Asner, Consultant and Author, Michael Asner Consulting	Silverado East Ballrom
8:00 AM	12:00 PM	Price Cost Analysis	Beth Fleming, CPPO, CPSM, C.P.M., Director of Purchasing, Denton County, TX	Silverado West Ballroom
12:00 PM	1:00 PM	Lunch - On Your Own		N/A
1:00 PM	5:00 PM	Taking Procurement to the "Chief" Level	Harold Good, CPPO, President & CEO, Procurement Pros Group, LLC; Rick Grimm, CPPO, CPPB, FCIPS, Chief Executive, NIGP: The Institute for Public Procurement; Tammy Rimes, MPA, Author, Keynote Speaker and Procurement Consultant; Jack Pellegrino, CPCM, Director of Purchasing & Contracting, County of San Diego	Silverado West Ballroom
6:00 PM	11:00 PM	Hospitality Suite	CAPPO	Room 219
<b>7:00 AM</b>	<b>2:00 PM</b>	<b>Golf Tournament</b>	<b>Jon Drake, C.P.M.</b>	<b>PGA North Course</b>

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Start	End	Event	Location	Setup
<b>Tuesday, January 24, 2017</b>				
Start	End	Event	Presenter	Location
7:00 AM	5:00 PM	Conference Registration Desk Open	Registration Chair	Beaulieu
7:00 AM	8:00 AM	Charity Walk	Conference Committee	Property Bike/Walk Path
7:00 AM	9:00 AM	Shuttles to/from River Terrace	Royal Coach Limo Services	Valet Circle
9:00 AM	9:30 AM	Opening Session	Craig Rader, CPPO, CPPB	Ballroom/Fairway Deck N
9:40 AM	11:00 AM	Keynote - Designing for Growth	Ryan Blanck, CPF, CPT, Founder and CEO Deviate	Ballroom/Fairway Deck Narrow
11:00 AM	11:15 AM	Group Photograph	Kristi Garrett	Mansion Garden
11:15 AM	12:15 PM	Group Forum - City	Volunteer Facilitators	Vintners
11:15 AM	12:15 PM	Group Forum - County	Volunteer Facilitators	Sebastiani/Beringer
11:15 AM	12:15 PM	Group Forum - Special Districts	Volunteer Facilitators	Buena Vista/Sutter Home
11:15 AM	12:15 PM	Group Forum- Education	Volunteer Facilitators	Martini/Trefethen
11:15 AM	12:15 PM	Group Forum- Retiree	Volunteer Facilitators	Royal Oak
12:30 PM	1:30 PM	Presidents Recognition Luncheon	Craig Rader, CPPO, CPPB	Ballroom/Fairway Deck Narrow
1:45 PM	3:15 PM	Workshops - Raising the Standard in Your Office	Amanda Blanck, Owner/Managing Partner Deviate	Chappellet/ Mondavi
1:45 PM	3:15 PM	Workshops- How CPOs Can Shape the Future of Public Procurement	Rick Grimm, CPPO, CPPB, FCIPS	Sebastiani/Beringer
1:45 PM	3:15 PM	Workshops- Achieving Excellence in AEP	Brian Garrity, CPSM, C.P.M., CPPB	Martini/Trefethen
1:45 PM	3:15 PM	Workshops - Cooperative Purchasing	Harold Good, CPPO, President & CEO Procurement Pros Group, LLC	Royal Oak
1:45 PM	3:15 PM	Workshop - Raising the Standard through Performance Improvement and Measurement	Sommer E. Kehrli, PhD., Executive Director The Centre for Organization Effectiveness	Buena Vista/Sutter Home
1:45 PM	3:15 PM	Workshop - Developing Disaster Planning Procurement Policies and Procedures	Gary Jane, Jason Reed, Debbie Wellnitz, Tina Yoke, C.P.M.	Vintners
3:30 PM	5:00 PM	Workshops - Disaster/Emergency Purchasing	Mike Martinet, Director, Martinet Group, LLC	Vintners

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Start	End	Event	Location	Setup
3:30 PM	5:00 PM	Workshops- Airport Improvement Grants Procurement Requirements	Harold Good, CPPO President & CEO Procurement Pros Group, LLC	Sebastiani/Beringer
3:30 PM	5:00 PM	Workshop - Implementing a Contract Management System (Large Agency)	Joanne Ward, CPPO, CPPB, County Contract Manager County of San Mateo	Martini/Trefethen
3:30 PM	5:00 PM	Workshop - Imagine the Future of Public Procurement	Michael Asner, Consultant and Author, Michael Asner Consulting	Buena Vista/Sutter Home
3:30 PM	5:00 PM	Workshops - Houston We Have A Problem, Supplier Performance	Beth Fleming, CPPO, CPSM, C.P.M., Director of Purchasing, Denton County	Royal Oak
5:30 PM	11:00 PM	Hospitality Suite	CAPPO	Room 219
6:00 PM	10:00 PM	Shuttles to/from Downtown Napa & River Terrace	Royal Coach Limo Services	Valet Circle

**Wednesday, January 25, 2017**

Start	End	Event	Presenter	Location
7:00 AM	5:00 PM	Conference Registration Desk Open	Registration Chair	Beaulieu
7:00 AM	9:00 AM	Shuttle to/fm River Terrace	Royal Coach Limo Services	Valet Circle
8:00 AM	9:30 AM	Workshop #1 - Active Shooter	Bruce Anderson	Martini/Trefethen
8:00 AM	9:30 AM	Workshop #2 - Everything you wanted to know about: CMAS, CA Cooperatives, CA Pharmaceutical Program, and State-Wide Contracts	Jim Butler - Deputy Director, CA Dept of General Services, Procurement Division, and Team	Buena Vista/Sutter Home
8:00 AM	9:30 AM	Workshop #3 - SB854 Decoding and Tips	Eric Rood - Deputy Director, State of California, Dept. of Industrial Relations (DIR)	Club House
8:00 AM	9:30 AM	Workshop #4 - Manage Procurement Risk and Change: Learn from the Stars!	Richard Pennington, General Counsel, NASPO ValuePoint	Sebastiani/Beringer

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Start	End	Event	Location	Setup
8:00 AM	9:30 AM	Workshop #5 - "Investing for Retirement" & "Chapter 2: Retirement, What Then?"	Shawn Baker, California/Nevada Regional Director, International City/County Management Association (ICMA) Al Darby – RPEA (Retired Public Employees Association)	Chappellet/ Mondavi
9:45 AM	11:45 AM	Topical Forums	Volunteer Facilitators	Club House
10:00 AM	11:30 AM	Supplier Training - Psst Suppliers... What You Should Know About Ethics and Conflict of Interest	Gary W. Schrons, Attorney	Sebastiani/Beringer
9:45 AM	11:45 AM	Topical Forum	Volunteer Facilitators	Buena Vista/Sutter Home
9:45 AM	11:45 AM	Topical Forum	Volunteer Facilitators	Martini/Trefethen
9:45 AM	11:45 AM	Topical Forum	Volunteer Facilitators	Chappellet/ Mondavi
12:00 PM	1:30 PM	Wandering Lunch	Volunteer Facilitators	Various Locations In Supplier Expo
12:00 PM	4:00 PM	Supplier Expo	Partners and Suppliers	Ballroom, Fairview Deck, Royal Oak, Vintners
5:00 PM	6:00 PM	Hospitality Suite	CAPPO	Room 219
6:00 PM	9:00 PM	Supplier Networking Event	CAPPO	Ballroom, Fairview Deck, Royal Oak, Vintners
6:00 PM	10:00 PM	Shuttle to/fm River Terrace	CAPPO	Valet Circle
9:00 PM	11:00 PM	Hospitality Suite	CAPPO	Room 219

**Thursday, January 26, 2017**

Start	End	Event	Presenter	Location
7:00 AM	5:00 PM	Conference Registration Desk Open	Registration Chair	Beaulieu
7:00 AM	9:00 AM	Shuttle to/fm River Terrace	CAPPO	Valet Circle
9:15 AM	10:45 AM	General Session	Dr. Robert Eyler President Economic Forensics and Analytics, Inc.	Ballroom/Fairway Narrow
11:00 AM	12:00 PM	Group Forum - County	Volunteer Facilitator	Vintners
11:00 AM	12:00 PM	Group Forum - City	Volunteer Facilitator	Fairview Deck
11:00 AM	12:00 PM	Group Forum - Special District	Volunteer Facilitator	Sebastiani/Beringer
11:00 AM	12:00 PM	Group Forum- Education	Volunteer Facilitator	Martini/Trefethen
11:00 AM	12:00 PM	Group Forum- Retiree	Volunteer Facilitator	Buena Vista/Sutter Home
12:00 PM	1:30 PM	AEP Award Luncheon	NPI	Ballroom/Fairway Narrow

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1:45 PM	2:30 PM	The Competitive Sealed Proposal Process & Negotiations to Achieve Best Value in Public Procurement	Wayne Casper, National IPA	Chappellet/Mondavi
1:45 PM	2:30 PM	NASPO ValuePoint and the State of California: Bringing you Best Value Cooperative Contracts	NASPO ValuePoint - Vern Jones, Douglas Richins, Eric Mandell	Buena Vista/Sutter Home
1:45 PM	2:30 PM	Developing Effective SOW's	Michael Kolodisner, CPPO, President Pro-Train	Martini/Trefethen
1:45 PM	2:30 PM	Institutionalizing Sustainable Procurement - What Does It Take?	Alexandru Roman, Faculty, CSU San Bernardino	Sebastiani/Beringer
1:45 PM	2:30 PM	Renewable Diesel	Jon Drake, C.P.M. Director, Purchasing & Support Services County of San Joaquin Norma Orosso, Deputy Purchasing Agent, County of San Joaquin	Royal Oak
1:45 PM	2:30 PM	Senate Bill 854	Johnnie Terry, Jr., CPPO, CPPB Deputy Director County of San Joaquin	Vintners
2:45 PM	3:30 PM	Lease Purchase Financing	David Gould, CPPO, CPPB Procurement Services Manager County of Contra Costa Antonio Balcorta	Buena Vista/Sutter Home
2:45 PM	3:30 PM	How to Survive 100+ Formal Bids in a Year	Neil Groom, CPPB, Buyer II, City of Anaheim-Purchasing Division	Martini/Trefethen
2:45 PM	3:30 PM	Becoming a Trusted Procurement Advisor - Going Beyond Customer Service - Adding Value Through Procurement	Jack Pellegrino, CPCM Director of Purchasing & Contracting, County of San Diego	Sebastiani/Beringer
2:45 PM	3:30 PM	24/7/365 - Almost Everything Your Agency Can Drive!	Duff Erholtz, Membership Relations & Communications Specialist, National Joint Powers Alliance (NJPA)	Chappellet/Mondavi
2:45 PM	3:30 PM	Benefits to Cooperative Purchasing: Resources That Can Save Money	Jason Angel, Program Manager, US Communities	Royal Oak

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2:45 PM	3:30 PM	Public Procurement Process, Ethics and Law	Alexandru Roman, Faculty, CSU San Bernardino	Vintners
3:45 PM	4:30 PM	Leveraging the Value of the CPI and PPI	April Pay, CPPO, CPPB, Senior Buyer, Placer County	Royal Oak
3:45 PM	4:30 PM	Consolidated Computer Purchase Program (CCPP) - An Innovative Approach to Acquiring Computers	Daniel Medrano, CPM Jennifer Din, CPPB	Buena Vista
3:45 PM	4:30 PM	People, Process, and Technology: Creating Tremendous Change in a Government Setting	Tammy Rimes, MPA, Author, Keynote Speaker and Procurement Consultant	Martini/Trefethen
3:45 PM	4:30 PM	What You Need to Know About Licenses	Michael Kolodisner, CPPO, President Pro-Train	Chappellet/Mondavi
3:45 PM	4:30 PM	Developing Templates for RFQs, RFBs, and RFPs	Neil Groom, CPPB, Buyer II, City of Anaheim-Purchasing Division	Sebastiani/Beringer
3:45 PM	4:30 PM	CalPers	Amy Jacobi	Sutter Home
3:45 PM	4:30 PM	Determining Fair and Reasonable Pricing	Jack Pellegrino, CPCM, Director of Purchasing & Contracting County of San Diego	Vintners
5:00 PM	6:00 PM	President's VIP Reception	Craig Rader, CPPO, CPPB, CAPPO President	President's Suite
6:00 PM	6:30 PM	Presidents Reception	Craig Rader, CPPO, CPPB, CAPPO President	Fairview Deck
6:30 PM	9:00 PM	Presidents Banquet	Craig Rader, CPPO, CPPB, CAPPO President	Ballroom
9:00 PM	12:00 AM	Entertainment	CAPPO Conference Committee	Fairview Deck
9:00 PM	12:00 AM	Entertainment	CAPPO Conference Committee	Vintners
4:30 PM	12:00 AM	Shuttle to/fm River Terrace	CAPPO	Valet Circle
<b>Friday, January 27, 2017</b>				
Start	End	Event	Presenter	Location
7:00 AM	12:00 PM	Conference Registration Desk Open	Registration Chair	Beaulieu
7:00 AM	12:00 PM	Shuttle to/fm River Terrace	Royal Coach Limo Services	Valet Circle
9:00 AM	10:00 AM	Business Session and Installation of Officers	CAPPO Board	Vintners

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<b>Start</b>	<b>End</b>	<b>Event</b>	<b>Location</b>	<b>Setup</b>
10:00 AM	11:30 AM	Keynote - Making Your Best Better	Amanda Blanck Owner / Managing Partner Deviate	Vintners
11:30 AM	12:00 PM	Door Prizes (Must be Present to Win!)	CAPPO Conference Committee	Vintners
12:00:00 PM Close 2017 Conference				
<b>Post Conference Workshops</b>				
1:30 PM	3:00 PM	Retiree Workshop - What are You Worth, Then, Now, in the Future?	Cynthia Duprey, A.P.P.	Martini/Trefethen
1:30 PM	3:00 PM	The RFP Challenge Statement	Jay Nath, Chief Innovation Officer, City and County of San Francisco, Office of the Mayor	Chppellet/Mondavi
1:30 PM	3:00 PM	Work / Life Balance	Dr. Camelia Straughn, Founder, Rising STAR Life Coaching Bonnie Kelly, Bonnie Kelly & Associates and MindFu Academy	Buena Vista/Sutter Home
<p><b>1:00:00 PM 5:00:00 PM Golf T Times</b></p> <p align="right"><b>Jon Drake, C.P.M.</b> <b>Director, Purchasing &amp; Support Services</b> <b>County of San Joaquin</b></p>				