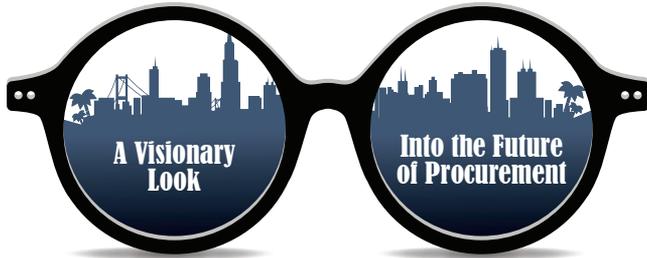




## 103<sup>rd</sup> Annual Conference & Supplier Exposition



**February 17-21, 2020**

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# Pocket Guide

# "Planting for Success - Harvesting the Knowledge"

## Enriching the Procurement Professional

January 4th–8th, 2021 | Monterey Conference Center



## SAVE THE DATE! 2021

Visit our website for more information

[www.cappo.org](http://www.cappo.org) | 800-592-1970

### Sunday, February 16

1:00pm - 5:00pm Registration Open **Golden Foyer**

### Monday, February 17

7:00am - 5:00pm Registration **Golden Foyer**

8:00am - 1:00pm CAPPO Golf Tournament **Riverwalk Golf Club**

#### Workshops

8:00am - 11:30am Communication: The Key to Professional Success - Masih Bahadori **Terrace Salon**

8:00am - 5:00pm Buyers Basics - John Finney **Pacific 1**

8:45am - 4:00pm Construction Procurement - Dylan Paul & Friends **Pacific 2**

1:00pm - 5:00pm Influence ... The Key to Leadership - Lourdes Coss **Pacific 3**

### Tuesday, February 18

7:00am - 5:00pm Registration **Golden Foyer**

7:00am - 8:00am Chapter Chair & Board Breakfast (By Invitation Only) **Terrace Salon 1**

8:30am - 9:30am First Timers Orientation **Town & Country Ballroom**

10:00am - 11:45am **Opening General Session - Keynote: Scott Burrows** **Golden Ballroom**

11:45am - 12:00pm Group Photo

12:00pm - 1:15pm **Recognition Lunch (All Conference Attendees)** **Town & Country Ballroom**

12:00pm - 5:00pm Exhibit Setup **Grand Exhibit Hall**

1:30pm - 5:00pm **Labor Compliance - Part 1** - Deborah Wilder **Terrace Salon**

### 1:45pm - 3:00pm

#### Workshop #1

The Logic of Effective Solicitations - Lourdes Coss **Pacific 1**

Improving Your Job Order Contract Program: Implement Best Practices - Rhonna Endres **Pacific 2**

Electronic Signature Processing - Barbara Mason **Pacific 3**

Retiree Program Overview **East Meeting Room 2**

University of California Contracts Built on Sustainable Solutions: Providing a National Offering for Public Agencies by **Platinum Partner OMNIA Partners** **Pacific 6 - 7**

Exhibitor Training Session - Jack Pellegrino **Pacific 4 - 5**

### 3:30pm - 4:45pm

#### Workshop #2

Getting to Why: An Alternative to Numeric Scoring - Lourdes Coss **Pacific 1**

Supplier Performance Program - Jeff Wasserman **Pacific 2**

Risky Business: Make Sure Your Contractors Haven't Cut Loose - Laurie Rozko **Pacific 3**

Retiree Program - Medicare Basics - David Weil **East Meeting Room 2**

Modernizing the Cooperative Model with **Platinum Partner NASPO ValuePoint** **Pacific 6 - 7**

Exhibitor Training Session - Jack Pellegrino **Pacific 4 - 5**

### 5:30pm - 7:30pm

Meet & Greet Reception **Golden Foyer, Flamingo Lawn**



**Wednesday, February 19**

6:30am - 7:30am	Charity Walk/Run Event (Meet @ 6:15)	<b>Hotel Lobby</b>
7:00am - 5:00pm	Registration	<b>Golden Foyer</b>
<b>8:00am - 8:45am</b>	<b>Chapter Meet &amp; Greet with Coffee</b>	
	Capital City & Delta	<b>East Meeting Room 2</b>
	San Diego & Inland Empire	<b>Pacific 1</b>
	Santa Clara & San Joaquin Valley	<b>Pacific 2</b>
	Gold Coast, Gateway, Orange County	<b>Pacific 3</b>
	Central Valley & Central Coast	<b>Pacific 6 - 7</b>
	San Francisco & Monterey Bay	<b>Pacific 4 - 5</b>
9:00am - 12:30pm	<b>Labor Compliance - Part 2</b> - Deborah Wilder	<b>Terrace Salon</b>
<b>9:15am - 10:30am</b>	<b>Workshop #3</b>	
	Achieving Excellence: Using Technology and Performance Metrics to Drive Results - Jack Pellegrino	<b>Pacific 1</b>
	We Saved You a Seat: Become the FEMA Procurement Expert Your Team Can't Do Without - Dr. Kim Abrego	<b>Pacific 2</b>
	Ethical Contracting - Red Flags and Rigged Bids - Robert "Bob" Borntreger	<b>Pacific 3</b>
	Complying with the Federal "Uniform Guidance" - Allen Hunsberg	<b>Pacific 6 - 7</b>
	Workplace Safety – Lessons Learned From the Sandy Hook Tragedy by <b>Platinum Partner Sourcewell</b>	<b>Pacific 4 - 5</b>
<b>10:45am - 12:00pm</b>	<b>Workshop #4</b>	
	The Tough Stuff: Conflict, Negotiations and Protests - Tammy Rimes	<b>Pacific 1</b>
	Development of A Design-Build Contract - Tom Esch	<b>Pacific 2</b>
	Negotiating Cloud Contracts - Leslie Marell	<b>Pacific 3</b>
	Retiree Program - Health & Fitness - Dr. Kelly D. Elmore, M.D., Viva Life Health	<b>East Meeting Room 2</b>
	Do Eprocurement Systems REALLY Work For Construction/Public Works Projects?	<b>Pacific 6 - 7</b>
	How GSA Contracts Can Help Your Agency Purchase Efficiently - Leveraging the Buying Power of the Federal Government	<b>Pacific 4 - 5</b>



<b>12:00pm - 4:00pm</b>	<b>Supplier Expo Event &amp; Lunch</b> <b>12pm Appetizers, 1pm Lunch, 2pm Dessert</b>	<b>Grand Hall</b>
6:00pm - 10:00pm	DOUBLE VISION: 2020 Supplier Networking Event	<b>Town &amp; Country Room, Flamingo Lawn, Golden Foyer</b>

**Thursday, February 20**

7:00am - 5:00pm	Registration	<b>Golden Foyer</b>
8:00am - 9:00am	Board & Past President Breakfast (By Invitation Only)	<b>Terrace Salon 1</b>
<b>8:00am - 9:15am</b>	<b>Group Forums</b>	
	Counties	<b>Pacific 1</b>
	Cities	<b>Pacific 2</b>
	Special Districts	<b>Pacific 3</b>
	K-12 Schools	<b>Pacific 4 - 5</b>
	Higher Education	<b>Pacific 6 - 7</b>
	Retiree Program - Wills & Trusts - Lloyd Copenbarger, Copenbarger & Copenbarger	<b>East Meeting Room 2</b>
<b>9:30am - 10:45am</b>	<b>Workshop #5</b>	
	Use of Cooperative Contracts: Forum Discussion - Proper Use & Process: Challenges & Concerns - Jack Pellegrino	<b>Pacific 1</b>

	Rated E - EPEAT - Charleen Fain-Keslar	<b>Pacific 2</b>
	P-Card Program: Make it Work for You - Scott Munzenmaier	<b>Pacific 3</b>
	Retiree Program - Financial Planning for Retirement- Charles Sosa, Copenbarger & Copenbarger	<b>East Meeting Room 2</b>
	The Logic of Effective Solicitations - Lourdes Coss	<b>Terrace Salon</b>
	Setting-up Consultant Services for Success - Gregory Card	<b>Pacific 6 - 7</b>
	Request for Proposal Best Practices - Moty Torres	<b>Pacific 4 - 5</b>
<b>11:00am - 11:50am</b>	<b>Chapter Activity</b>	
	Capital City & Delta	<b>Terrace Salon</b>
	San Diego & Inland Empire	<b>Pacific 1</b>
	Santa Clara & San Joaquin Valley	<b>Pacific 2</b>
	Gold Coast, Gateway, Orange County	<b>Pacific 3</b>
	Central Valley & Central Coast	<b>Pacific 6 - 7</b>
	San Francisco & Monterey Bay	<b>Pacific 4 - 5</b>
<b>12:00pm - 1:30pm</b>	<b>AEP Awards Lunch (All Conference Attendees Invited)</b>	<b>Town &amp; Country Room</b>
<b>1:45pm - 3:00pm</b>	<b>Workshop #6</b>	
	Understanding Value - Michael Kolodisner	<b>Pacific 1</b>
	Why Should Public Agencies Partner with Procurement Technical Assistance Centers? - Cameron B. Langner	<b>Pacific 2</b>
	Tales from a Recent CPPB Candidate - Elizabeth Millwee	<b>Pacific 3</b>
	Retiree Program - CalPERS Basics - Richard DePaola	<b>East Meeting Room 2</b>
	Getting to Why: An Alternative to Numeric Scoring - Lourdes Coss	<b>Terrace Salon</b>
	Complexities and Lessons Learned from IT Procurements - Gregory Card	<b>Pacific 6 - 7</b>
	California Uniform Public Construction Cost Accounting Act (CUPCCAA) - Leeann Errotabere	<b>Pacific 4 - 5</b>
<b>3:15pm - 4:30pm</b>	<b>Workshop #7</b>	
	Understanding Value - Michael Kolodisner	<b>Pacific 1</b>
	Technological Improvements in the Supply Chain - Darryl Sweet	<b>Pacific 2</b>
	Contract Termination: Going Where No One Wants to Go - Neil Groom	<b>Pacific 3</b>
	Retiree Program - Social Security: Retirement Basics - Jeffery Rodriguez	<b>East Meeting Room 2</b>
	The Tough Stuff: Conflict, Negotiations and Protests - Tammy Rimes	<b>Terrace Salon</b>
	Professionalism in Procurement - Elizabeth Millwee	<b>Pacific 6 - 7</b>
	Negotiating High Risk Clauses - Leslie Marell	<b>Pacific 4 - 5</b>
6:00pm - 7:00pm	Member's Reception	<b>Flamingo Lawn, Golden Foyer</b>
7:00pm - 11:00pm	Member's Banquet & Entertainment	<b>Town &amp; Country Room</b>
<b>Friday, February 21</b>		
7:00am - 12:00pm	Registration	<b>Golden Foyer</b>
8:00am - 9:30am	CAPPO Business Session & Installation of Officers; <b>Continental Breakfast provided</b>	<b>Golden Ballroom</b>
9:45am - 11:45am	<b>Closing Session - Tammy Rimes - Changing World, Changing Workforce - Do you Bitmoji?</b>	<b>Golden Ballroom</b>