Hello CAPPO Colleagues...

I write this article having just returned from Orlando, Florida, where I had the honor of representing our great association at the Florida Association of Public Procurement Officials (FAPPO) Annual Conference. The conference was excellent, and I came away energized. I attended several sessions on Public-Private Partnerships (P3’s), Negotiation Planning, Financial Statement review, and more, and was impressed with the overall program content throughout.

Once again, I left our annual conference feeling refreshed, full of ideas, and motivated to bring that feeling to my agency.

On several occasions during both general and breakout sessions, CAPPO was mentioned as the example other associations strive to mimic in many aspects. Hearing that stated by presenters, and FAPPO members, multiple times, was very humbling. I felt proud to be in a place to receive the praise and respect shown to CAPPO by other peer associations and their members, and felt it was important for me to pass the praise onto you the membership. Over and over during the conference I would acknowledge the kind words by stating, “CAPPO has an amazing membership”.

Darryl Sweet, CPSM, C.P.M.
President 2018-2019
I was fortunate to meet and network with dozens of FAPPO members. Like CAPPO, I found a diversity of thought and methodology on the various topics of discussion, but ultimately, it was the passion to serve the public that stood out as the driving motivational force of the members. The relationship between CAPPO and FAPPO is strong. Fatima Calkins, FAPPO President, and I spent several hours discussing our respective associations in Palm Springs, at our conference, and again in Orlando. FAPPO’s incoming President, Laurie Victory, will be attending our 2019 Annual Conference in January. It will be a pleasure to have her in attendance.

Coming out of the trip, my reflection is that FAPPO has similar organizational goals, such as engaging the membership, providing more educational opportunities, and advocating for our profession. Not only do we network and support each other on the individual level, we do so at the association level as well. The importance of doing so cannot be understated. With CAPPO and FAPPO, as well as other procurement associations out their engaging members and advocating for our profession, we create a sort of supportive momentum in our industry which cannot be ignored.

**Chapter Visits**

Initially, I had three chapter visits scheduled during the time-period of March through June. One of those was with our Capital City Chapter while meeting in April in downtown Sacramento. Many chapter members were attending the Green California Summit and Exposition, which, coincidentally, was being held at the same location where we will be in January 2019, for the Annual Conference! Of note about the Capital City meeting was the strong attendance (20+), several new members at their first chapter meeting (awesome). There were also two past presidents and three active board members in attendance. The meeting went very well. We talked CAPPO business, 2019 Annual Conference, and then went on to topical discussion. The other two visits had to be canceled, unfortunately, but we’ll be working on rescheduling those visits for a future date.

I do love to get out and attend chapter events, and hope to see as many chapters and members as possible during the year. Several chapter meeting visits are booked from June through October, and I am excited to be attending those events. I know I’ll get to meet some new members, and have a lively discussion about CAPPO, or a procurement-related topic. If you have yet to attend a chapter meeting I encourage you to reach out to your chapter chair, or other chapter officer, and introduce yourself, and then, of course, plan for and make the time to attend the next chapter meeting. With geographical challenges, and traffic, it sometimes takes a little extra effort to get to chapter meetings. But, don’t let that hinder you from going! Doing so is part of our continued professional commitment.

**Association Strategic Planning**

At our March Board meeting in Sacramento we participated in a facilitated strategic planning session to address CAPPO’s future needs, goals, and direction. The draft plan has been submitted, and Board will be reviewing it at our June meeting in San Diego. During that review, we will be refining it, assigning
tasks, and planning across years. Look for the strategic plan to be posted on the website as soon as possible after the June Board meeting.

**Annual Conference 2019**

I know it’s early...but it’s not too early start planning to attend our 102nd annual conference in January 2019. There is a lot taking shape (speakers, program, activities, expo), and we are looking forward to providing another high-quality conference to our membership. Look for more details soon. Hopefully you can bookmark the conference with an extra day or two in Sacramento. There is much going on there, as it is a city experience a renaissance, of sort. If you cannot stay extra time, the conference schedule has a couple of free nights for you to pick a neighborhood restaurant to explore...there are many to choose from. I have found a few favorites having visited Sacramento many times over the past three years.

Enjoy this issue of the CAPPONews, have a great summer, and, of course...

Happy Purchasing!

As always, contact me directly ([sweetd@uchastings.edu](mailto:sweetd@uchastings.edu)) with any questions.

Sincerely,

Darryl Sweet, CPSM, C.P.M.
President, 2018-2019
“Professional Certification is Required!”

Get Certified before “Desired” turns into “Required!”:

There are times when I am extremely self-motivated, mid-level self-motivated, and you can lead me to water all day long, but I won’t drink motivated! No, I am not horsing around. Okay, just a bit.

All humor aside. Well, maybe just a little more humor. How motivated will you be when that very desirable employer adjusts the requirements to that dream job you have been eyeing to read “Professional Certification is required?” I would imagine you become very motivated to apply, if you already have your certification.

Yes, that would be one reason to be motivated but I would imagine that those of you who have taken the time and energy to become certified would be motivated and excited to apply for the position because that employer has acknowledged the importance of certification and is seeking the benefits it will receive when hiring someone who is certified in their industry of practice.

Stay motivated, stay focused and best wishes with your studying and exam!!!!

Do you have presentation skills, or know a great presenter in the public-sector Procurement/Contracting field?

Well then, send your/their contact information to Adrian Brown at:

ABrown@mwdH2o.com

Include your contact information and comments so that we may apply appropriate acknowledgement to the referral.

Adrian Brown, JD, CPPO
1st Vice President
CAPPO Professional
Call for Nominations:
Submitted by Debbie Casper, C.P.M., CPPB – CAPPO Immediate Past President

CAPPO is seeking nominations for the 2019/2020 CAPPO Board of Directors for the term starting January 2019 following the conference.

Three board positions are filled each year: –

- Two (2) director positions – one (1) from the North & one (1) from the South
- Executive Officer position of the Secretary/Treasurer

The Secretary/Treasurer serves on the Board of Directors for five (5) years in succession beginning with Secretary/Treasurer, Second Vice-President, First Vice-President, President, and Immediate Past President.

Nominees will be selected based on their experience, qualifications, and contributions to CAPPO. Applications for the Secretary/Treasurer for the 2019/2020 term are requested from interested members that are from the North.

The Board welcomes members that are interested in becoming more involved in the CAPPO organization at the state level.

I must tell you as the Immediate Past President that the commitment of serving on the Board requires dedication and hard work, however the rewards far outweigh the investment of time. I am grateful for the experience and the lifelong friendships that I have because of serving in each of the positions within CAPPO. This is the perfect time to consider serving on the CAPPO Board. You will have an opportunity to serve with talented Public Procurement leaders, to grow professionally, and be part of the new chapter in one of the oldest Public Procurement organizations within the United States.

I encourage any member interested in serving on the Board of Directors to read through the Bylaws and the CAPPO Policies & Procedures. Both documents are available on the CAPPO website. In addition, I suggest that you talk with current and former CAPPO Board members to learn more about the commitment and their experiences.
Nominations continued:

**Director South & North**
This is a two year commitment
Duties include:
arranging/coordinating seminars & webinars under direction of the 1st Vice President, attending four annual Board meetings (including the Conference), and participation in regular conference calls with the 1st Vice President.

**Secretary/Treasurer (Year 1)**
*Five Year commitment*
Duties include: attending all Board meetings, taking minutes at Board & Business meetings, approval of CAPPO expenditures, attend the annual audit, review policies & procedures, and select location/negotiate a conference contract (three years out)

**Progresses to:**

**2nd Vice President (Year 2)**
Duties include: attending Board meetings, edit/publish the CAPPONews four or five times, and continues to plan and finalize location/contract for the conference (two years out)

**1st Vice President (Year 3)**
Duties include: attending Board meetings, serve as the leader of the professional development team planning all training seminars/webinars with the CAPPO Directors, and selecting the conference committee team (one year out).

**Progresses to:**

**President (Year 4)**
Duties include: serving as the CAPPO leader, presiding over all Board meetings, conference business sessions, and other official meetings as required, appoint all standing committee chairs, represent CAPPO at other purchasing conferences, and preparing for the annual conference which finalizes the Presidential year.

**Progresses to:**

**Immediate Past President (Year 5)**
Duties include: attending the Board meetings, provide guidance and counsel to the President, serve as the Chair on the nominating committee, review and update the Policies & Procedures, and Bylaws.

**For more information, please contact a current Board member.** Submit your 2019/2020 Nomination to serve with a supporting letter from your agency to both Debbie Casper, C.P.M., CPPB Immediate Past President debbiecasper@ocfa.org and to Hugh Smith, C.P.M, CAPPO Executive Officer admin@cappo.org

**Deadline: October 31, 2018**
NOMINATION TO SERVE ON THE
2019/2020 CAPPO BOARD OF DIRECTORS

CAPPO is requesting nominations for members interested in serving on the CAPPO Board of Directors. Public procurement professionals nominated to serve for office must be a CAPPO member, in good standing. Candidates must have their entity's support as evidenced by a letter from their supervisor. The Letter must accompany this form.

Please note: Submittal of this form to serve on the CAPPO Board does not guarantee you will be included on the voting ballot. All nominations shall be vetted by the Nomination Committee, per Article VI, (Sections 6.1 and 6.2) of the CAPPO Bylaws.

All nominations approved by the Board of Directors will be published in the last quarterly newsletter and posted on the CAPPO website. Elections open in December and remain open until the second to last business day of the Annual Conference.

Name:________________________________ Title:________________________

Entity:________________________________

Address:________________________________

City:________________________ Zip Code:________________________

Telephone:________________________ E-Mail:________________________

CAPPO Position:________________________ Number of Years CAPPO member:________________________

Number of years with Entity:________________________ Number of Years in Procurement:________________________

Please provide a list of Professional accomplishments (include professional committee service, chapter service, certifications, awards and recognitions…) Attach additional documentation if more space is required.

____________________________________________________________________

____________________________________________________________________

Provide a biography and a statement on why you would like to serve on the CAPPO Board and in what capacity (i.e. Director North, Director South, Secretary/Treasurer).

Please indicate professional procurement certification(s) (if applicable):

□ CPPPO □ CPPB □ C.P.M. □ CPSM □ A.P.P □ Other________________________

I have read the CAPPO Bylaws and the CAPPO Policies & Procedures and understand the duties that will be required of me should I be elected to the CAPPO Board of Directors.

Submitted By:________________________ Date:________________________

Email nomination form to both: Immediate Past President (debbiecasper@ocfa.org) and CAPPO Executive Officer (admin@cappo.org)

CAPPO provides financial support for attendance at the CAPPO Board of Director meetings.
Nomination Questionnaire:

1. What appeals to you about Board service as a volunteer activity?

2. How would you promote CAPPO?

3. Why are you interested in committing your time and energy to CAPPO?

4. What skills, training, resources and expertise do you feel you have to offer?

5. Work/Life balance can be difficult; how will you ensure you are able to fulfill Board commitments?
The Virginia Wilson-Wright Memorial Conference Scholarship was created by the 2017/18 CAPPO Board in honor of the many contributions Virginia has made to CAPPO and the procurement profession during her lifetime. For more information about Virginia, please see the CAPPONews article from December 2017.

The conference scholarship will provide financial assistance to cover the expense for conference registration and hotel accommodations for the selected applicants. This is specifically for CAPPO Members that are unable to obtain funding to attend the 2019 annual conference from their employer or local chapter.

Application form and instructions

https://cappo.site-ym.com/page/Scholarshipvww?

Don't delay, please submit your completed application packet to: debbiecasper@ocfa.org before August 31, 2018 at 5:00 p.m. Be sure to submit all the required documents so that your application can be evaluated and considered.
VIRGINIA WILSON-WRIGHT
MEMORIAL CONFERENCE SCHOLARSHIP
FOR 2019 CAPPO CONFERENCE

The Virginia Wilson-Wright Memorial Conference Scholarship was created by the 2017/18 CAPPO Board in honor of the many contributions Virginia has made to CAPPO and the procurement profession during her lifetime. The conference scholarship will provide financial assistance for conference registration and hotel accommodations for applicants that are unable to obtain funding to attend the 2019 annual conference from their employer or local chapter.

The CAPPO budget includes funding to award two scholarships for the 2019 CAPPO conference.

To be considered, applicants must meet all the following criterion:

- Be a CAPPO member in good standing; and
- Submit scholarship application on or before the deadline of August 31, 2018 at 5:00 p.m.; and
- Submit the required supporting documentation listed below.

APPLICATION REQUIREMENTS:
Submit the following supporting documentation:

☐ Completed scholarship application;

☐ CAPPO Conference scholarship essay that describes your experience in the procurement profession, your involvement with CAPPO, the reason you would like the opportunity to attend the CAPPO Conference, and how you feel it will benefit you professionally.

☐ A copy of your current resume; and

☐ A recommendation letter on business letterhead from your manager or an agency administrator who is familiar with your work, or a recommendation letter from the Chair of your local CAPPO Chapter.

The 2019 CAPPO conference registration and hotel accommodations will be paid for each of the scholarship recipients. The recipient will be responsible for any additional travel costs and transportation costs to and from the conference location. Scholarship recipients may be asked to volunteer during the conference.

SUBMISSION INFORMATION:
The applicant must follow all guidelines and instructions to be eligible for a scholarship. Applications must be received by August 31, 2018. All required documentation must be present upon submission of the application. Failure to fully complete the application or submit the required documentation may result in non-consideration of your submittal. Applications will be reviewed by the Conference Scholarship Committee and recommendations will be provided to the 2018/19 CAPPO Board for awards at the September 2018 Board meeting. Notification of scholarships will be made soon after the September Board meeting. Conference registration and hotel accommodations will be made on behalf of the recipients. If the recipient is unable to attend, their scholarship will be forfeited. The scholarship is not transferrable.

Complete the application form below and send a scanned copy, along with the supporting documentation to debbiecasper@ocfa.org.
VIRGINIA WILSON-WRIGHT
MEMORIAL CONFERENCE SCHOLARSHIP
FOR 2019 CAPPO CONFERENCE

Name: ________________________________________________________________

Please indicate professional procurement certification(s) (if applicable):
☐ CPPO   ☐ CPPB   ☐ C.P.M.   ☐ CPSM   ☐ A.P.P   ☐ Other _________________

Title: __________________________________________________________________

Agency: __________________________________________________________________

Address: __________________________________________________________________

Work Phone: ___________________________ Alternate Phone: ______________________

E-Mail: ________________________________________________________________

Number of Years in current position: _______  Number of Years CAPPO member:

Chapter Affiliation: ______________________________________________________

Have you attended a CAPPO Conference?  ☐ Yes  ☐ No
If yes, please provide the list of CAPPO Conferences you have attended:
__________________________________________________________________________
__________________________________________________________________________
__________________________________________________________________________

Does your agency pay for conference attendance?  ☐ Yes  ☐ No
Does your local chapter provide funding for conference attendance?  ☐ Yes  ☐ No
If yes to either, please provide details on the reason you are applying for the scholarship.
__________________________________________________________________________

__________________________________________________________________________

Signature: ___________________________ Date: ____________________________

Documentation submitted with completed application form:
☐ CAPPO conference scholarship essay; and
☐ A copy of your current resume; and
☐ A recommendation letter on business letterhead from your manager or an agency administrator who is familiar with your work, or a recommendation letter from the Chair of your local CAPPO Chapter.

Send a scanned copy of this application, along with the required attachments to debbiecasper@ocfa.org.

For questions regarding the CAPPO Conference Scholarship Program, please contact Debbie Casper, C.P.M., CPPB, CAPPO Immediate Past President at 714-573-6641 or via email provided above.

Best Value Procurement...what is your personal best value?
By Tammy Rimes, MPA

In today’s public procurement role, we have moved from “low bid” to the specific distinction of awarding “best value” contracts. While pricing is important, it is only part of the equation. Any acquisition is now viewed as a complete package that includes customer service, product, company resources, and references from other users. The definition of “best value” is generally applied to the contract. However, what about the role of the Purchasing Agent – are we bringing our personal best value to the workplace?

Think about it – on any given day in a procurement office, time is spent in a myriad of duties – issuing bids, performing evaluations, and awarding new contracts; monitoring existing contracts; hosting supplier meetings; serving and responding to customer departments; providing data for public information requests, and presentations before your City Council or Board. And that’s just your procurement role. If you have other assigned areas of responsibility, tack on those additional assignments. Oh, not done yet! Now add on the bureaucratic roles of managing your division’s budget, human resource issues, and the endless stream of mandatory meetings.

So, with all those responsibilities, and everyone pulling for your time and attention, how do you bring your best value? Let’s start with your strengths - what do you excel at? Are you good with numbers and analysis? Is writing and presenting your thing? Good supervisors are hard to find...are you one of the best? Determine where you excel, and then determine how you can spend more time doing that – bringing your very best to the workplace.

And what about all that other stuff? As a former government manager, I know it still needs to get done too. However, do you have to do it? Is there a way to automate some of those more mundane, routine duties? For instance, can automation be used for your vendor registration program, bid management, insurance renewals, and notifications? eProcurement has come a long way in the past decade, and can often integrate with existing financial systems, and be purchased in affordable modules. And imagine the time savings, if you aren’t having to micromanage every step of the way. If your management team balks at the idea, why don’t you track your time – and those of your team – in any process that could be automated. Then show those personnel costs multiplied by the number of times that activity is done across the month or year. We are talking about some serious money right now. Why not have that personnel time go toward more meaningful duties, or to directly benefit customers and cut down on that complaint that “procurement is too slow!”

What if you can start producing reports to demonstrate where your budget is spent? For instance, you can pull a report that shows all the different bids that go out for related products. Can you start to combine them into one consolidated bid? Can you move a portion of your contracting to cooperatives, where the solicitation process has already been done? What about your contract templates...can these be set up in a system (i.e. Form Tools) to allow your customer departments to do some of the work in creating the initial bid documents? Can you improve or augment your internal training programs to increase the knowledge base of your customer departments, so they don’t keep calling with the same
questions? Or create User Guides, with systematic instructions and answers to the most frequently asked questions?

Bringing best value – your best value – takes an effort. It means becoming more strategic, leveraging other resources, taking a step back from the daily schedule to determine where your time and effort should be best spent. Not only is it better for your organization, it is better for you! I just read a sign that states “No One Wakes up in the Morning wishing to be Mediocre.” And it’s true. We all want to shine and do our best...start working toward your best self to ultimately bring best value!

Sign up for Tammy’s bi-monthly newsletter that unveils new trends, best practices, employee empowerment strategies, and success stories.

Don’t worry, she won’t SPAM you, she doesn’t have time!

Sign Up Here

A dynamic, humorous speaker, Tammy Rimes delights audiences across the nation on leadership, marketing and sales, customer service, and living one’s passion.

With a family horse ranch and winery, former Purchasing Agent for the City of San Diego, Tammy is quick with stories that invoke laughter, passion, and great energy as she engages her audiences on topics that impact both their professional and personal lives. At conferences, she is rated as one of the top-ranked speakers with rave reviews. Her presentations combine 3 essential qualities: entertainment, information, and motivation.
NASPO and Procurement U

The National Association of State Procurement Officials (NASPO) offers government procurement officials professional development opportunities, training, resources, publications and more, all specifically tailored to meet the needs of government procurement officials and staff.

Through Procurement U, NASPO offers a multi-faceted education platform that provides affordable and timely online courses that any procurement professional can access. Procurement U is designed to provide instruction to learners at all levels of government procurement.

While much of the Procurement U curricula places an emphasis on state government procurement, the content is largely applicable to all public employees. Course offerings include such topics as negotiations, market research, cooperative purchasing, and service contracts. For a full list of courses available, please visit https://www.naspo.org/Procurement-University/Course-Catalog.

To benefit the widest circle of potential learners, NASPO has made Procurement U courses available at minimal cost. The standard rate is $35 per course contact hour with a discounted rate of $20 per course contact hour for all state government employees, including employees of public and nonprofit universities.

Procurement U also provides UPPCC Exam Prep Courses twice each year to anyone preparing to sit for the CPPB or CPPO designation. These eight-week courses are designed as a facilitated review of the UPPCC Body of Knowledge and include a mixture of self-study, assignments, facilitated discussions and prep questions. These courses are offered each spring and fall prior to the UPPCC exams. For more information, please visit http://www.naspo.org/Procurement-U/Certification.

Except for NASPO’s UPPCC Exam Prep Courses, Procurement U offerings are self-paced and are not facilitated by an instructor. Participants determine when, where and at what speed they complete the training. Most Procurement U courses run between one and three contact hours.

If you are interested in finding out more about what Procurement U can offer visit http://www.naspo.org/Procurement-U/About-Procurement-U or email procurementu@naspo.org with any questions.
This article is not just for those that are retired…

This article is for everyone who even thinks or hopes that someday they will retire…

“GIVING BACK TO THE CHAPTERS”

Note: To the Chapter Chairs and their Board, the Retiree Program’s goal is to provide each of the Chapters with a Chapter Liaison to assist with various needs such as speakers, venues, new member acquisition and follow-up, etc. It is up to you to let us know that you and your chapter would like to have a Liaison to be there when you have a need. Please contact Cynthia Duprey Retiree Chair: dupreyca@aol.com with your contact info and your area. She will attempt to match you with a retiree in your area as soon as possible.

We are now back from the CAPPO conference in Palm Springs. There was an entire program brought to us who are retired or anticipating retirement. It consisted of professionals like Social Security, CALPERS, RPEA, attorneys for Wills and Trusts, and Financial Advisors. These seminars as well as wonderful meals and a beautiful Presidential banquet were ours for FREE. This and more is what CAPPO provides for us for our $25 dues. The other main benefit of CAPPO for us is the continued support of our Chapters.

A goal of this Retiree Program is to reach out to the Chapters, and especially the Chapter Chairs. The backbone of CAPPO is with their Chapters and their ability to grow and serve the membership in their area. How many of you realize what you would gain by supporting your Chapter?

SUPPORT, GROWTH, FULFILLMENT

➢ Income, Professional, Networking -
  o Are you still wanting to consult, work temporary assignments, or assist with certain projects like a vendor fair, help audit a p-card program, write a manual? Be the first to hear about opportunities in your area as they are announced at the Chapter meeting when the agencies get together to share. You also can keep your name in the loop when these needs come up. Don’t want to work? Well it is always good to keep your options open as you never know what your need may be in the future. Staying current with industry information allows you to be more marketable and you still need your units to renew your credentials. Both are obtained at the Chapter level and at the conference.
  o Starting a business of your own? What a better place to spread the word than with those whose respect you’ve already earned with the reputation that you’ve established in your field.

➢ Philanthropically, Socially, Mentor
Want to continue to be involved but on your own terms as a volunteer?

Once you have retired, the Chapter Chairs can best be assisted by someone who can locate speakers, venues, new members, help with elections, send out emails, coordinate seminars with CAPPO. You can be a Chapter liaison.

Most Presidents of CAPPO started as a Chapter officer then Chapter Chair. This could be you, or you can help in other ways at the conference, with the various programs like this Retiree Program.

Whether it is for pay or as a volunteer....

REGISTER ON “RetireeLINK” to show what you are interested in...

GIVE BACK!!! Go to www.cappo.org, Community, RetireeLINK, Join us!

Please do the following....

➢ Register on the Retiree Program website.... Go to cappo.org > communities> RetireeLINK > Join Us
➢ Notify your local Chapter of your intended retirement date and any retirement celebration.
➢ Notify the CAPPO Office of your retirement date and new contact information.
➢ Once retired, update your profile on the RetireeLINK to “retired” and provide your new email and phone number.

PLEASE KEEP US INFORMED!!!!
Are you a user of CAPPOLIST? If you answered No, then you may want to ask yourself why not! CAPPOLIST provides the membership with a platform to share ideas and seek assistance from their peers. Below are just a few of the most recent topics being discussed through CAPPOLIST.

Forum Newsletter: CAPPOLIST

**International Vendors** NEW TOPIC!

*Posted by J. Christoffersen on 6/4/2018 at 8:09:54 PM GMT*

Does anybody have a policy they can share regarding doing business with International vendors?

**International Vendors**

*Posted by M. Vollmuth on 6/4/2018 at 9:36:55 PM GMT*

Hi, we do not have procedures but do check NAFTA prior to approving purchase orders but if anyone has procedures I would appreciate a copy as well. Thank you!

**Contract Amendments Performed Due to CPI Change for Riverside County** NEW TOPIC!

*Posted by M. Vollmuth on 6/4/2018 at 8:25:08 PM GMT*

Hi, for those agencies in Riverside County did you perform contract amendments for multi-year agreements referencing CPI due to the new 2018 CPI alignment change to Riverside-San Bernardino-Ontario? If you do not reference specific area CPI within your multi-year contracts can you supply the generic language utilized? Thank you!

**Fire Protection Systems Maintenance and Repairs** NEW TOPIC!

*Posted by N. David on 6/5/2018 at 3:48:54 PM GMT*

Hello all, Our County is looking for a piggyback-able contract for Fire Protection Systems maintenance and repairs. Kindly let me know if your entity has one. Thank you! Norman David County of Santa Clara, Procurement Department (408) 491-7452 Norman.David@prc.sccgov.org

**commodity codes** NEW TOPIC!

*Posted by A. Esparza on 6/5/2018 at 4:11:48 PM GMT*

Hello all, I am interested in a less complicated and more generic standard for categorizing bids and services than the NIGP codes. Does anyone have their own categories they are willing to share?

**Debris Removal vendors for disaster response**

*Posted by L. Nolan on 9/21/2016 at 5:07:21 PM GMT*

Hello, I am updating my disaster response plan and am looking for more debris removal vendors. I have AshBritt, but am hoping to find others. Please respond with any company names/websites you have. Thanks! Laura Nolan

**RE: Debris Removal vendors for disaster response**

*Posted by L. Nolan on 6/4/2018 at 6:24:08 PM GMT*

Leslie, I did not receive any response to this. But it is possible the County of Monterey might have a contract you could use/copy. Laura
PPI vs. CPI for price adjustments

Posted by T. Deacon on 5/31/2018 at 3:28:12 PM GMT
Hello All! Was wondering what others typically use for contracted annual price adjustment allowances. If you were to go out and bid for something like a chemical that was manufactured by the bidders, and your bid contract had annual extension options with an allowance for price adjustments, would you...

RE: PPI vs. CPI for price adjustments

Posted by A. Pay on 6/4/2018 at 8:13:23 PM GMT
Tagging off Mari and Johnnie, I agree that the PPI should be used for chemicals. I try to use PPI whenever I can, as the benchmark for manufacturer’s increases. The original pricing offered by the supplier includes its overhead and profit. Any future increases should be focused on the increased cost to produce the materials.

PPI vs. CPI

Posted by M. Vollmuth on 6/4/2018 at 8:19:14 PM GMT
We utilize CPI

Check it Out: CAPPOLIST FORUMS
2018 CAPPO Committee Appointments by President Sweet:

AEP Committee
Jeff Wasserman, C.P.M., CPPO (3)
Dreama Howard, CPPB (1)

Audit Committee
Debbie Wellnitz (1), Jack Pellegrino, CPCM (2), Mary Horger (3)

Bylaws/Policies & Procedures Committee
Debbie Casper, C.P.M., CPPB, Immediate Past President

Partner Liaison
Jana Vargas

2019 Conference Committee Chair
Hugh Smith, C.P.M.

Historical Committee
Malinda Bogdonoff, C.P.M.

Legislative Committee

Membership Committee
CAPPO Office, Board, & Retiree Committee

Nomination Committee
Debbie Casper, C.P.M., CPPB, Immediate Past President

Pro-D Committee
Adrian Brown, JD, CPPO, CPPB, First Vice President

Publications Committee
Michael Derr, Second Vice President

Retired Members Committee
Cynthia Duprey, A.P.P.

Technology Committee
Johnnie Terry Jr., CPPB, CPPO

UPPCC CPPB Committee
Mark Logan, A.P.P., C.P.M., CPPB, CPPO

UPPCC CPPO Committee
Adrian Brown, JD, CPPO, CPPO, First Vice President

NCPPC Committee
Michael Derr, Second Vice President

Vern O. Gehringer Award Committee
Tom Meng, C.P.M., FPM

Volunteer Committee
John Moestopo

Virginia Wilson Memorial Scholarship Committee
Darryl Sweet, CPSM, C.P.M., President,
Adrian Brown, JD, CPPO, CPPB, First Vice President, Michael Derr, Second Vice President, Ines Mark
Around California CAPPO Chapters:

Chapters we want to hear from you...We want to hear what you’re doing at your chapter level, share your ideas, share your successes with the entire CAPPO membership. Send your chapter minutes, notes, updates, photos, or election results to:

derrm@co.monterey.ca.us

Let’s share your excitement in the next publication of the CAPPONEWS.

CAPPO Chapters

NORTH CHAPTERS

Capitol City
Delta
Monterey
San Francisco Bay Area
San Joaquin Valley
Santa Clara Valley
Shasta
Redwood Empire

SOUTH CHAPTERS

Central Coast
Central Valley
Gateway
Gold Coast
Inland Empire
Orange County
San Diego
Question of the Day!

If CAPPO developed an online store where you could purchase your own “CAPPO Wear”, would you purchase it, and wear it in support of CAPPO?

Let me hear your thoughts and comments on the topic by sending them to me directly at the following email: derrm@co.monterey.ca.us

The developed site would provide a variety of logo wear styles for both men & women in a variety of styles and colors.
2018 CAPPO BOARD MEETING SCHEDULE:

2018-2019 Board Meeting Dates: (subject to change as required)

**In-Person Meetings:**

**March (Completed)**

Friday – Saturday, March 23rd & 24th, 2018
Sheraton Grand Hotel, Sacramento

**June**

Friday – Saturday, June 8th & 9th, 2018
Town & Country Hotel, San Diego (2020 Conference Site)

**September**

Friday – Saturday, September 28th & 29th, 2018
Sheraton Grand Hotel, Sacramento

**December**

Friday – Saturday, December 7th & 8th, 2018
Sheraton Grand Hotel, Sacramento

**January 2019**

Sunday, January 13th, 2019 (prior to conference)
Sheraton Grand Hotel, Sacramento

**Conference Calls:**

Performed monthly as scheduled by the president
2019 CAPPO Conference Registration NOW OPEN!

Registration for the 102nd Annual CAPPO Conference and Supplier Exposition is now open and available on the CAPPO Website. You won’t want to miss this annual conference event. The 2019 Conference Committee is assembling another educational line-up of speakers, Pro-D presentations, networking opportunities and entertainment. The 2019 Schedule at A Glance will be coming soon.

Conference registration for members is $395 which includes all conference events and provided meals. In addition, the optional Monday “Bonus Program” is free to all full-conference attendees. All one-day registrations are $135 for CAPPO members and all single module “Bonus Program” events are $79/ea. for CAPPO Members.

The non-member rate is $525 which includes a CAPPO membership (if eligible).

Additional meal tickets for the AEP Awards Luncheon are also available at $65/pp.

Other events such as the Guest Program, Golf Tournament will be handled by separate registration.

Watch for details on the CAPPO website.

Following are the basic steps of conference registration:

1. Click on the [conference registration link](#).
2. If you are a member [login into your CAPPO account](#). If you are not a member you may continue to register by selecting the Non-Member attendee type.
3. Select your attendee type (Member, Non-Member, Retiree, etc.) from the menu and click “Next” at the bottom.
4. Your name and some of the information required will automatically fill in with information stored in your CAPPO database profile. Once this form is complete insert the validation code at the bottom of the form and click “Next”.
5. Additional attendee’s selections are available and once complete you may either save and add another attendee or finalize the registration.
6. You are required to indicate whether you, and all others who you register, will be attending the Monday Bonus Program. If yes, enter the module number(s) accordingly for each person.
7. The last step will be method of payment selection which includes a Bill Me or payment by credit card option.

**Guest Registration**
If you have a guest that would like to register for the Guest Program the cost is $295 for the full program with daily registration options and costs. See [Guest Program flyer](#) and/or [Registration Form](#) for details of program.

**Registration for the Sheraton Hotel**
Registration for the [Sacramento Sheraton Grand Hotel](#) is now open. The nightly room rate is $172, plus tax. To provide the maximum room availability for CAPPO members, there is a minimum three-night consecutive stay at the hotel. In addition, like previous conferences, room space is limited, so make sure to make your reservations soon.

Register online or by calling [800) 325-3535](#) or [916) 447-1700](#). Make sure to indicate you are with the "CAPPO Group". If you have any issues or concerns with registration, please do not hesitate to contact Dreama Howard at howarddreama@gmail.com.

**Golf Tournament**
The golf tournament is a great deal this year!! The fee is only $65/player, which includes 18 holes of golf, cart rental, transportation to/from the course from the hotel, lunch, contests, and prizes!! See [Golf Tournament Flyer](#) and [Online Registration Form](#).

**Hotel Reservation FRAUDS**
A new fraud has come to our attention whereby bogus companies are misrepresenting themselves as agents acting on behalf of associations such as ours in handling hotel reservations for attendees. Keep in mind that CAPPO does not contract with third parties to make reservations for you and you should not accept any solicitation naming them as our agent or representatives of the hotel. Warnings have been issued that if you provide credit card information to any of these unauthorized solicitors, your card may be charged, but no reservations have been made with the hotel once you arrive.”

**ONLY USE THE LINK AND/OR PHONE NUMBER PROVIDED AT OUR WEBSITE WHEN MAKING RESERVATIONS**

The Conference Committee looks forward to seeing you in Sacramento for the 102nd Annual CAPPO Conference and Supplier Exposition.

Darryl Sweet, C.P.M., CPSM
2018/19 CAPPO President
Welcome to Sacramento!

The Host area for the 2019 Annual Conference has experienced a great deal of ‘Innovation, Collaboration and Sustained Progress’ since the mid-1800’s. Indeed, it is RICH in history and activities.

CAPPO Guests will shop & walk through time in ‘Old Town’ Sacramento.

A highlight will be the California State Railroad Museum:

www.californiastaterailroadmuseum.org

These wheels of transportation played an important part in the slogan, ‘Go West Young Man’. The Transcontinental Railroad line ended in Sacramento. Thank You Leland Stanford!

Sacramento was also part of the Pony Express route and the Wells Fargo Stagecoach:

www.wellsfargohistory.com

Take some time and visit a Great exhibit in Old Town.

Business, trading, and settlers depended on the Sacramento River for transportation. Mail from the Pony Express rider was put on a Steamer and continued to San Francisco. Was that an 1800’s s-mail connection?!

The Delta King Paddle wheeler is moored on the river in Old Town. It is now a hotel/restaurant, recommended for atmosphere/dining at night.

California’s State Capitol Building – a place for collaboration. A tour will take guests right into the ‘mouth of Government’, what will be happening in 2019?!

CAPPO Guests are included in Conference activities. Wednesday afternoon and evening guests will have the opportunity to connect with the Business partners and enjoy social activities. Always a productive, fun time.

For the Thursday evening Banquet, attendees will have the enjoyment of hearing the traditional music and sounds of the Hawaiian Islands, while enjoying in the traditional “Luau”. So, come on “Let’s go Tropical”!

You’re invited to be part of the CAPPO Conference Guest Program. The sign-up sheet with activities and cost is included in the Conference Registration Information on-line.

We’re looking forward to 2019, and the ‘Innovation, Collaboration, & Sustainability’ Conference.

Patsy Laverty, CAPPO Conference Guest Program
2019 Annual Conference: Call for Professional Development (Pro-D) Speakers

Planning for the 102nd Annual CAPPO Conference and Supplier Exposition (Innovation-Collaboration-Sustainability) is well under way. This will be another very exciting conference. Although we do not have all the specifics to share with you now, the conference will offer something for newbies, moderately experienced, and the seasoned professionals.

This is an opportunity to engage in professional development and network with peers and colleagues. The educational sessions help will improve job performance and provide overall professional development.

The schedule will include the normal conference offerings, such as Supplier Expo, Group Forums, Workshops, and Pro-D sessions. CAPPO offers one of the most extensive, cost effective, and highly regarded conferences available in the procurement field.

The Call for Professional Development (Pro-D) speakers is now open. The Application and Submission Guidelines are posted on the Conference Page.

If your agency’s fiscal year ends June 30th and you plan to attend, sign up now to use current year’s funding.

Click here for more information and registration.
Looking for Professional Development Opportunities?

Here is a list of upcoming scheduled Seminars & Webinars. The full list of scheduled events can be viewed on the CAPPO website, which will also provide you with more detail as well as registration information.

Upcoming Seminars:
June 25, 2018- New Buyer Basics Rancho Cucamonga

July 18, 2018 – Writing SOWs Rancho Cucamonga

July 23, 2018 – Buyer Basics San Diego –

August 7, 2018 – SB854/96 –

August 21, 2018 – Writing SOW’s Sacramento –

September 11, 2018 – Writing SOW’s Sacramento –

Upcoming Live Webinars:
July 24, 2018 – Construction Contracting Part One –

October 23, 2018 - Construction Contracting Part Two –
“Do you have new and exciting “New Procurement News” to share, then why not write an article and share it through the CAPPONEWS which reaches the entire CAPPO membership?”

Articles & Papers for CAPPONews:

Why not share what you’re doing to advance and promote your department or division within your own organization. Write an article for the CAPPONEWS and let’s get you published.

Submission Deadlines for Articles & Papers for future CAPPONews:

- September 2018 Newsletter – Submission Deadline August 24, 2018
- December 2018 Newsletter – Submission Deadline November 16, 2018

Submit Articles, Papers and “Shout Outs” to the CAPPONews Editor Michael R. Derr at the following email address:

derrm@co.monterey.ca.us

Michael R. Derr
2nd Vice President

CAPPO's “Conference to Remember” 2018
Palm Springs, California
101 Years in the Making