



California Public Utilities Commission

505 Van Ness Ave., San Francisco

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MEDIA ADVISORY

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CPUC CO-SPONSORS SILICON VALLEY SMALL BUSINESS EXPO AND MATCHMAKING FAIR

SAN FRANCISCO, Oct. 2, 2012 - The California Public Utilities Commission (CPUC) today announced it will co-sponsor a free Silicon Valley Small Business Expo and Matchmaking Fair, with Commissioner Catherine J.K. Sandoval moderating a workshop on Connecting Businesses with State and Utility Contracts. The event will help connect small businesses with companies such as AT&T, Comcast, Pacific Gas and Electric Company, Verizon, and many others in an effort to stimulate job growth in the state.

- WHAT:** Silicon Valley Small Business Expo and Matchmaking Fair, co-sponsored by the California Water Association. The event includes:
- Workshop on connecting businesses with state and utility contracts;
 - Matchmaking forum to learn of contracting opportunities firsthand;
 - One-on-one meetings with procurement specialist from major utilities, local government, and state agencies; and,
 - Vendor Fair.

- WHO:**
- CPUC Commissioner Catherine J.K. Sandoval
 - Assemblymember Paul Fong (22nd District)
 - Representatives from the companies listed below

WHEN: Thursday, October 18, 2012, 7:30 a.m. to 1:30 p.m.

SCHEDULE

- 7:30 a.m.-8:30 a.m.: Registration and Matchmaking Signups and Complimentary Continental Breakfast
- 8:30 a.m.-8:45 a.m.: Opening Comments by Commissioner Sandoval and Assemblymember Fong
- 8:45 a.m.-9:30 a.m.: Presentation on Connecting Businesses with State and Utility Contracts Workshop with Q&A Opportunities
- 9:30 a.m.-1:30 p.m.: Matchmaking Session and Vendor Visits

Workshops:



- 10 a.m.-11 a.m.: Access To Capital: How Small Business Can Access Financing
- 11 a.m. – Noon: Small Business Suppliers Go Green
- Noon-1 p.m.: How to Use Social Media To Grow and Build Your Business

WHERE: Computer History Museum, 1401 N.Shoreline Blvd., Mountain View

WHY: Learn how to obtain state and utility contracts and sell goods and services. Obtain valuable information on financial services, bonding/insurance, and pre-paid legal services. Obtain insights into ways to use social media and green business practices to grow your business. Learn how to access capital for your business.

The CPUC participates in small business events throughout the state to help connect small businesses to utilities and government procurement specialists. Through its Small Business Program the CPUC hopes to educate businesses on the benefits of becoming certified as a small business or woman-owned, minority owned, and/or disabled veteran-owned business.

California agencies are under Executive Order to conduct 25 percent of their procurement and contracts with small businesses and 3 percent with Disabled Veteran-Owned Business Enterprises. These small business programs complement the CPUC’s Supplier Diversity Program, which encourages participating utilities to increase procurement levels with women, minority, and disabled veteran-owned business enterprises.

PARTICIPANTS:

Expo Tables

- CPUC
- PG&E
- Sempra Energy Utilities
- Southern California Edison
- California Water Association
- AT&T
- Comcast
- Verizon
- California Department of Transportation
- Department of General Services
- SBA
- Silicon Valley Small Business Development Center
- Score Silicon Valley
- Builders Exchange of Santa Clara County
- San Jose Silicon Valley Chamber Of Commerce

Matchmaking Tables:

- Co. of Santa Clara Facilities & Fleet Department
- Department of General Services
- AT&T
- CPUC
- Comcast
- Verizon
- PG&E
- Sempra Energy Utilities
- Southern California Edison
- California Water Association
- East Bay Municipal Utility District

Mountain View Chamber of Commerce
Veterans Business Outreach Center
Dan Powers Videography
The County of Santa Clara-office of sustainability
SC County-Integrated Waste Management Division
County of Santa Clara Facilities & Fleet Department
Dept. of California Highway Patrol
Employment Development Department
Supplier Clearinghouse
NAWBO
US Army Corps of Engineers
East Bay Municipal Utility District
San Jose /Silicon Valley Hispanic Chamber of Commerce
Renaissance Entrepreneurship Center
Northern California Minority Business Enterprise Center
U.S. Department of Labor
California Disabled Veterans Business Enterprise Alliance
Leavitt Insurance Group
Transbay Cable
Assemblymember Paul Fong's Office
California Employment Training Panel
Santa Clara Valley Transportation Authority (VTA)
LegalShield
CalRecycle
Department of Toxic Substance Control
Air Resources Board
California Department of Financial Institutions

Pre-registration is encouraged but not required, as walk-ins are welcome. Those participating in the matchmaking fair are encouraged to register in advance by email at smallbiz@cpuc.ca.gov. Please include company name, contact information, and type of business.

For more information on the CPUC's Small Business Program, please visit www.cpuc.ca.gov/smbus.

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