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MEDIA ADVISORY

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**CPUC CO-SPONSORS OAKLAND
SMALL BUSINESS EXPO AND MATCHMAKING FAIR**

SAN FRANCISCO, Nov. 17, 2010 - The California Public Utilities Commission (CPUC) today announced it will co-sponsor a free Oakland Small Business Expo and Matchmaking Fair, with Commissioners John A. Bohn and Nancy E. Ryan moderating workshops.

WHAT: Oakland Small Business Expo and Matchmaking Fair, co-sponsored by the CPUC and Pacific Gas and Electric Company (PG&E).

The event includes:

- Workshop on “Connecting Businesses with State and Utility Contracts”, moderated by Commissioner Bohn;
- Matchmaking forum to learn of contracting opportunities firsthand;
- One-on-one meetings with procurement specialist from major utilities, local government, and state agencies;
- Vendor Fair.

WHEN: Wednesday, December 1, 2010, 7 a.m. to 1 p.m.

Schedule

- **7 a.m.-8 a.m.:** Registration and matchmaking signups and complimentary Continental Breakfast
- **8 a.m.-9 a.m.:** “Connecting Businesses with State and Utility Contracts” workshop moderated by Commissioner Bohn with Q&A
- **9 a.m.-9:20 a.m.:** “California’s Energy Leadership -What It Really Means to Your Business!” workshop moderated by Commissioner Ryan
- **9:30 a.m.-1 p.m.:** Matchmaking session and vendor visits

Other Workshops at the event:

- 9:30-10:30 a.m.: “Access To Capital: How Small Business Can Access Financing”

- 10:30- 11:30 a.m.: “How to Green Your Business – Save Money and Create Opportunity Through Green Practices”

- 11:30 a.m.- 12:30 p.m.: “Social Media Marketing: How to Use Emerging Web Tools To Grow Your Business”

WHERE: Oakland Asian Cultural Center
388 9th St., Suite 290
Oakland, CA 94607

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,” said Commissioner Bohn.

“Through our Small Business Program we hope to educate businesses on the benefits of becoming certified as a small business, woman-owned, minority owned, and/or disabled veteran-owned business. We also provide networking opportunities to show small businesses how to get in the door with utility companies.”

Added Commissioner Ryan, “With the defeat of Proposition 23, Californians once again expressed their commitments to our ambitious environmental goals. As we are moving forward investing billions of dollars in clean energy we should make sure that small businesses will also benefit from these investments. This expo and similar events sponsored by the CPUC will help us achieve this goal.”

California State Agencies are under Executive Order to conduct 25 percent of their procurement and contracts with small businesses and three 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.

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 e-mail at smallbiz@cpuc.ca.gov . Please include company name, contact information, and type of business.

PARTICIPANTS:

Expo Tables:

- Small Business Administration (SBA)
- Employment Development Department
- Department of General Services
- Veterans Business Outreach Center
- California Department of Transportation (CalTrans)
- California Department of Veterans Affairs
- Department of Consumer Affairs
- Alameda County Small Business Development Center
- Business Assistance Center
- Department of Fish and Game
- Supplier Clearinghouse
- Oakland Chamber of Commerce
- Pre-paid Legal Services
- CPUC
- Department of Water Resources
- Oakland Small Business Assistance Center
- Merriwether & Williams (bonding and insurance)
- PG&E
- AT&T
- Verizon
- Comcast
- Southern California Edison
- Sempra Energy Utilities (SDG&E, SoCalGas)
- California Water Association
- Highland Hospital Project for Alameda County and Clark Construction

Matchmaking Tables:

- Department of General Services
- Comcast
- AT&T
- Verizon
- PG&E
- Southern California Edison
- Sempra Energy Utilities
- CPUC
- California Water Association
- CalTrans
- Alameda County General Services
- Oakland Department of Contracts/Purchasing
- Highland Hospital Project for Alameda County and Clark Construction

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

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