

**California Public Utilities Commission**  
505 Van Ness Ave., San Francisco

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**FOR IMMEDIATE RELEASE**

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**MEDIA ADVISORY**

Docket #: R.09-11-

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

SAN FRANCISCO, Oct. 17, 2011 - The California Public Utilities Commission (CPUC) today announced it will co-sponsor a free Stockton 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, Verizon, PG&E, Comcast, and many others in an effort to stimulate job growth in the state.

**WHAT:** Stockton Small Business Expo and Matchmaking Fair, co-sponsored by the CPUC, PG&E, and the San Joaquin Valley Hispanic Chamber of Commerce. 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  
- Mark Martinez, CEO, San Joaquin Valley Hispanic Chamber of Commerce  
- Representatives from the companies listed below

**WHEN:** Thursday, October 27, 2011, 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.: Opening Comments by Commissioner Sandoval and Mark Martinez
- 8:15 a.m.-9 a.m.: Presentation on Connecting Businesses with State and Utility Contracts Workshop with Q&A Opportunities
- 9 a.m.-1 p.m.: Matchmaking Session and Vendor Visits

Workshops:

- 9:30-10:30 a.m.: Access To Capital: How Small Business Can Access Financing
- 10:30 a.m. - 11:30 a.m.: Social Media Marketing: How to Use Emerging Web Tools to Grow Your Business
- 11:30 a.m. – 12.30 p.m. Small Business Suppliers Go Green

**WHERE:** Hilton Stockton, 2323 Grand Canal Blvd., Stockton

**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, woman-owned, minority owned, and/or disabled veteran-owned business

California State 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:**

- Small Business Administration (SBA)
- Employment Development Department (EDD)
- Department of General Services
- Veterans Business Outreach Center
- CalTrans (California Department of Transportation)
- California Department of Veterans Affairs
- Supplier Clearinghouse
- Stockton Chamber of Commerce
- Verizon
- Legal Shield
- California Public Utilities Commission
- Pacific Gas & Electric Company (PG&E)
- AT&T
- Comcast
- Southern California Edison

**Matchmaking Tables:**

- Department of General Services
- Comcast
- AT&T
- Verizon
- PG&E
- Southern California Edison
- Sempra Energy Utilities
- San Joaquin County
- CA Dept. of Transportation
- California Water Association
- California Public Utilities Commission

Sempra Energy Utilities (SDG&E, SoCalGas)  
California Water Association  
California Highway Patrol  
Wells Fargo  
San Joaquin County  
Northeastern California Small Business Development Center  
Small Business Development Center at San Joaquin Delta College  
Women Business Enterprise National Council  
California Department of Water Resources  
United States Army Corp of Engineers  
Valley Surety Insurance Agency  
East Bay Municipal Utility District  
Food4Less/Rancho San Miguel  
Health Plan San Joaquin  
San Joaquin County WorkNet  
Entravision Communications/La Tricolor

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](mailto: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](http://www.cpuc.ca.gov/smbus).

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