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Sent: 4/4/2013 1:20:31 PM  
To: Prosper, Terrie D. (terrie.prosper@cpuc.ca.gov)  
Cc:  
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Subject: CPUC Co-Sponsors Bakersfield Small Business Expo and Matchmaking Fair:  
CPUC Media Advisory

**FOR IMMEDIATE RELEASE  
ADVISORY**

**MEDIA**

Media Contact: Terrie Prosper, 415.703.1366, [news@cpuc.ca.gov](mailto:news@cpuc.ca.gov)

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

SAN FRANCISCO, April 4, 2013 - The California Public Utilities Commission (CPUC) today announced it will co-sponsor a free Bakersfield 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, PG&E, Comcast, Verizon, and many others in an effort to stimulate job growth in the state.

**WHAT:** Bakersfield Small Business Expo and Matchmaking Fair, co-sponsored by the PG&E. 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

- High Speed Rail Small Business Advocate Robert Padilla

- Representatives from the companies listed below

**WHEN:** Thursday, April 11, 2013, 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 Robert Padilla

- 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

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**Workshops:**

- 10 a.m.-11 a.m.: Small Business Suppliers Go Green

- 11 a.m.- Noon: Certified Now What – How to Market Your Business to Public Agencies and Utilities

- Noon-1 p.m: Access To Capital: How Small Business Can Access Financing

**WHERE:** Bakersfield Marriott Convention Center 801 Truxtun Ave., Bakersfield, CA 93301

**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 market your business 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.

Exhibitors and matchmaking participants are below:

<u>Exhibitors</u>	<u>Matchmaking Participants</u>
Kern County Minority Contractors	Department of General Services
California Department of Transportation	AT&T
CSUB Small Business Development Center	CPUC
SCORE	CA Department of Transportation
Bakersfield Chamber of Commerce	Comcast
CA Department of General Services	Verizon
Supplier Clearinghouse	PG&E
CPUC	Sempra Energy Utilities/SoCalGas
SBA	SDG&E
NAWBO	Southern California Edison
AT&T	California Water Association
Sempra Energy Utilities/SoCalGas	County of Kern Purchasing
Southern California Edison	HP Hewlett Packard
California Water Association	PAR Electrical Contractors, Inc.
Comcast	
Verizon	
PG&E	
CA Disabled Veterans Business Enterprise Alliance	
High Speed Rail	
CA Department of Veterans Affairs	
MBDA Center	
LegalShield	
County of Kern Purchasing Procurement	
Bakersfield Purchasing Division	
Dignity Health Mercy and Memorial Hospitals	

Mid-State Development Corporation  
Brown Armstrong Accountancy Corporation  
Wells Fargo Bank, NA  
Clifford & Bradford Insurance  
Principal Financial  
John Border Insurance Services  
TWIW Insurance Services, LLC  
WBEC West  
Kern County Department of Waste Management

Pre-registration is encouraged but not required, as walk-in are welcome. Those participating in the matchmaking fair are encouraged to register in advance by going to our registration link: <https://ia.cpuc.ca.gov/smbiz> or email 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).

For more information on the CPUC, please visit [www.cpuc.ca.gov](http://www.cpuc.ca.gov).

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