



The California Public Utilities Commission & Assemblyman Mark Ridley-Thomas' Offices welcome . . .

SMALL BUSINESS OPPORTUNITIES EXPO

Los Angeles Southwest College . 1600 W. Imperial Hwy . Student Services Center, Room 301 . Los Angeles . California

AGENDA

Wednesday April 19, 2006

7:00 am – 7:30 am

Registration and Matchmaking Signups

7:30 am – 8:30 am

Presentations and Q&A

Welcome/Linking Opportunities for Small Business Owners with California's Major Utilities

John Bohn, Commissioner, California Public Utilities Commission

Hearing from You/What Legislators and Regulators Need to Know about Barriers to Growth for Small Businesses in California

Panel Discussion/What it Takes to Market your Product or Service to Major Utilities Buyers

Allan Brauer, Manager-Procurement, Verizon Wireless

Sheila Bright, Supplier Diversity Programs, AT&T

Monica Heredia, Supplier Diversity Manager, Verizon Communications
Charmaine Jackson, Senior Supplier Diversity Consultant, Pacific Gas & Electric Company

Joe Pierzina, Professional Services Portfolio Manager, Supply Management, Sempra Utilities

Grace Whitcomb, Diversity Manager, Southern California Edison

Getting in the Door—What Worked for Me

Will Johnson, Visage Energy (Sempra Utilities' Prime Supplier)

Leonard Ortiz, Nova Coat and Lenno Industries (Sempra Utilities' Prime Supplier)

8:30 am – 11:30 am

Matchmaking Session

Upcoming bid opportunities

10-minute appointments with buyers, project managers, and prime contractors

Special thanks to **California Water Association** for its participation in our Small Business Expos! Because the CWA represents several different water companies, it is unable to provide any matchmaking representatives for a specific company; however, please be sure to visit its booth for more information and organization-wide contacts.

