Attachment M

Sample Director Talking Points

Caltrans HQ and D-3
Small Business Procurement Fair

TALKING POINTS
For Director Kempton

- Good morning, ladies and gentlemen, thank you for attending today's Small Business Procurement Fair.

- I'd also like to thank Kathy Kossick, Executive Director of the Sacramento Employment and Training Agency (SETA), for allowing us to use the facility for today's fair.

- SETA is an important partner in the Sacramento community. The job-seeker and employer services you provide through the Local Workforce Investment Board and One-Stops are vital to the small business community that we both serve.

- We look forward to a continued partnership with you through Caltrans' Pre-Apprenticeship and On-the-Job Training Programs. Thank you.

- Thank you Jody Jones, District Director for District 3 (Marysville) for embracing the Procurement Fair and partnering with Headquarters on this unique event.

- Caltrans is committed to increasing small business participation. Caltrans is the first State Department to host Procurement Fairs.

- A Procurement Fair is an opportunity for small business vendors to make on-the-spot sales of goods and services, meet Caltrans buyers and network with other Small Business Enterprises, Disabled Veteran Business Enterprises and Disadvantaged Business Enterprises .

- In the last 12 months, we have held Procurement Fairs in San Diego, Los Angeles, San Bernardino, Fresno and Oakland that have accounted for more than $1.5 million in procurement of goods and services to small businesses. We are very proud of that and will continue to host Procurement Fairs statewide.

- The Governor has Executive Order S-02-06 and S-11-06, which require State Department to make efforts to meet or exceed a 25% small business goal. I am proud to say Caltrans met the goal last year.

- This Procurement Fair would not have been possible without the dedicated Caltrans staff, CalCard holders, and Contract Managers. I thank you for your dedication and I empower you to develop relationships here — trade business cards and make yourselves available to the small business community all year around!

- With that, I wish you all a great experience and day.

Prepared by Tiffani Alvidrez
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