Caltrans District 11

10th Annual PROCUREMENT & RESOURCE FAIR

In Partnership with the San Diego Public Agency Consortium (PAC)

Showcasing Commodities and Services in the San Diego Region

Wednesday, March 26, 2014 9:30 a.m. to 1 p.m.

Networking - Workshops
Service and Commodity Bid Solicitations
Resources for Bonding, Insurance, Loans, Marketing, Certification and More

Balboa Park Club Ballroom
2150 Pan American Road West
San Diego, CA
Welcome to the 10th annual Procurement and Resource Fair. The California Department of Transportation, District 11 (San Diego and Imperial counties), along with the District 11 Small Business Council and the Public Agency Consortium have partnered to host this historically successful event.

The Procurement and Resource Fair goals are to provide a forum for small businesses to initiate the procurement of goods and services to purchasers from various public agencies and to attend informal workshops designed to introduce you to the world of public contracting. They also include creating a one-stop-shop atmosphere with a variety of service providers that are available to assist you with taking your business to the next level.

We have more than 30 public agencies in attendance today. Take advantage of this opportunity to meet with these agency representatives. Provide them with your business card and speak to them about upcoming opportunities that may be a good fit for you and your small business.

This event would not be possible without the support of the individuals that make the Procurement and Resource Fair an annual success. Please take a moment to read the profiles in this program of the project team members who are responsible for this event. Before you leave today, please complete the Procurement and Resource Fair Evaluation Form. This event is for you, the small business community. We value your feedback and we tailor this event each year based on the input we receive from you.

Thank you again for choosing to spend a few hours of your day with us and we hope that you find this event a rewarding experience.
Welcome
Erwin Gojuangco, Master of Ceremonies

Opening Remarks
Laurie Berman, District Director
Caltrans District 11

Presentations
La Sonja Peisker, Small Business Development Manager
Caltrans District 11

Alma Banuelos, Chair
Public Agency Consortium

Closing Remarks and Acknowledgements
La Sonja Peisker, Small Business Development Manager
Caltrans District 11

Procurement Fair—Event Floor Opens 10 a.m.

Workshops
Santa Fe Room Workshops will each be held twice today, starting at 10 a.m.

CAPABILITIES STATEMENT
Cheryl Brown, Small Business Development Center
10 a.m. -10:30 a.m. 11:30 a.m. – Noon

CERTIFIED, NOW WHAT?
Wayne Gross, Department of General Services
10:45 a.m. – 11:15 a.m. 12:15 p.m. – 12:45 p.m.
Mr. Hasan Daabas attended school at Ohio State University where he received his Civil Engineering degree. Mr. Daabas worked for the Ohio Department of Transportation for six years then moved to California and began working for Caltrans in 1988. Mr. Daabas spent six years in our Traffic Division, then moved onto Minor B, followed by Structures Construction and then back to Minor B, where Mr. Daabas administers District 11’s Minor B Contracts program.

Mr. Daabas’ motto is “Business as Usual” no matter what gets thrown his way. He is extremely supportive of our Small Business Unit and will utilize a Small Business whenever he has an opportunity. We want to recognize Mr. Daabas today for his contribution to the small business community.

Karyn Shanks began her career with District 4 Caltrans in December of 1983 as an Office Assistant (OA) where she filed accident reports in the basement of the Caltrans building in San Francisco. While in District 4, a position became available for a Word Processor and then Ms. Shanks made the transition from an Office Assistant to Word Processing Technician in the Traffic and Highway Operations Branch. Eventually she was promoted to Senior Word Processor where she supervised a unit of eight people.

Today, Ms. Shanks is a Senior Analyst at the Division of Procurement and Contracts. Since 2009, Ms. Shanks has been the analyst responsible for writing and hosting bid openings for Minor B contracts. We want to recognize Ms. Shanks for her contribution to the small business community.
**Procurement & Resource Fair Project Team**

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**Loma Rice**  
**Deputy District Director, Administration**  
Equal Opportunity/ Safety/ Warehouse Training  
Public Information Resource Planning/ Budgets  
Small Business Strategic Planning  
Facilities Mail Center  
Reprographics Records Center  
Motor Pool

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**Ross Cather**  
**Deputy District Director, Project Management**  
Project Management  
Consultant Services  
Cooperative Agreements  
Advanced Planning  
Transnet

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**Mike McManus**  
**Deputy District Director, Construction**  
Residential Engineers  
Construction Engineers  
Construction Claims  
Landscape Construction  
Labor Compliance
Brothers Signature Café was founded in 1988 by brothers Steve, Eddie and Jimmy Kashou. Brothers Signature Catering & Events is San Diego’s premier catering and event company. Providing delicious food, outstanding customer service and striving to exceed our client’s expectations to make every event a “Signature Event”.

Brothers’ states that, “While delivering good food and customer service are important, we are also committed to being socially responsible by following good green practices, because it’s the right thing to do; we support the local economy by purchasing from local purveyors, use biodegradable disposable ware or reusable china for our events. Our seafood menu is sustainable and we recycle in our café and offices”.

Brothers Signature Catering & Events is also proud to be Small Business Certified by the State of California.

So whether it’s that last minute meeting, company picnic or special event, Brothers Signature Catering & Events is your “Go To caterer for every occasion”.
District 11 Small Business Council Members and their representing organizations

Josie Calderon-Scott
JLC Consultant Services
Mexican American Professional Business Association

Chris Chavez
DEI Distec Supply Co., Inc
Hispanic Contractors and Suppliers Association

Candace Friedman
ACME Safety & Supply Co.
Women Construction Coalition

Bernard Johnson
Bernard Johnson Group, Inc.
San Diego Regional Black Chamber of Commerce

Rebecca Llewellyn
Payco Specialties Inc
Women Construction Owners & Executives

Wanda Rogers
CSW Funding, LLC: DBA: Construction Service Workers
Black Business Boot Camp (BBBC)

Bill Ulmer
G-Force
Elite Service Disabled Veteran Owned Businesses Network
Workshop Presenter

CAPABILITIES STATEMENT
Cheryl Brown, Small Business Development Center
10 a.m.—10:30 a.m.
11:30 a.m.—Noon

The Capabilities Statement is the primary marketing piece every business needs to market to government agencies. Procurement Specialist, Ms. Cheryl Brown will cover the purpose of a capabilities statement, components of a capabilities statement, the importance of including past performance on your capabilities statement, as well as how to avoid common mistakes. Handouts will include example capabilities statements.

Cheryl Brown
Small Business Development Center, Oceanside

Since June of 2007, Ms. Cheryl Brown, a small business owner herself, has been consulting with the SBDC North San Diego County as a subject matter expert in Government procurement, human resources, social networking, and sales where she has counseled over 500 small businesses specifically in the area of government procurement for federal, state, multi-state, and local contracting resulting in over $10 Million dollars in awarded contracts. Cheryl’s approach is from the prospective of a small business owner and offers an easy-to-implement, proven method for small businesses to market, bid, and win government contracts.
Wayne Gross has thirty-nine years of customer service skills starting from his early days as a USAF Captain. Mr. Gross currently serves as a Customer Liaison and SB/DVBE Advocate for the State of California Department of General Services, Procurement Division, Certification and Outreach Branch. In this role, Mr. Gross educates the business community and ensures that Small businesses (SB) and Disabled Veteran Business Enterprise (DVBE) businesses can access their share of state contracts. Mr. Gross received two 2012 State Agency Recognition Awards for his advocacy and support of SBs and DVBEs seeking to understand and navigate the State's procurement system. These awards honor state departments and employees for their best practices, creativity and outstanding achievements to advance California's SB programs and DVBE programs. Recently, on January 30, 2014, Wayne was awarded the Spotlight Award in recognition of his total body of public service work, his commitment to the economic health and vitality of Bay Area businesses and communities, and exemplary leadership. Mr. Gross holds a Master’s degree in Business Management.

Workshop Presenter

CERTIFICATION WORKSHOP
Wayne Gross, Department of General Services
10:45 a.m. - 11:15 a.m.
12:15 p.m. - 12:45 p.m.

The State government spends billions of dollars each year on contracts with California businesses. Be a part of this marketplace by learning....

How to do Business with California State Government
Get the most out of your online business profile
How to use the California State Contracts Register (CSCR) to your benefit
Look into becoming a California Multiple Award Contractor (CMAS)
How to market your Business to State Agencies

Wayne Gross
Department of General Services

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The Public Agency Consortium (PAC) is a collaboration of local public agencies in San Diego and Imperial county. Our vision is to promote diversity for small businesses that provide commodities and services.

The PAC consists of the following agencies:

**SANDAG** serves as the forum for regional decision-making for the 18 cities and county government within its jurisdiction. As the San Diego region's primary public planning, transportation, and research agency, it plays a critical role in regional policies about growth, transportation planning, environmental management, housing, open space, energy, public safety, and bi-national collaboration. SANDAG is governed by a Board of Directors composed of mayors, council members, and county supervisors from each of the region's 19 local governments (with two representatives each from the City of San Diego and the County of San Diego). Voting is based on membership and the population of each jurisdiction.

At Caltrans, District 11, “We Make Small Business Our Business” by providing a range of easily accessible outreach services to Small Businesses (SB), Disadvantaged Business Enterprises (DBE), and Disabled Veterans Business Enterprises (DVBE). If you are certified as an SB, DBE or DVBE, our Small Business liaisons can guide you in understanding the requirements of the Caltrans bid process. It’s our goal at Caltrans to open up a range of opportunities for certified small businesses and disadvantaged business enterprises to successfully compete for Caltrans contracts and procurements.

San Diego Unified School District serves more than 132,000 students in preschool through grade 12 and is the second largest district in California. The student population is extremely diverse, representing more than 15 ethnic groups and more than 60 languages and dialects. San Diego Unified will be spending nearly $5 billion on construction, paid for by its Prop. S and Z capital improvement bonds, to continue repairing, renovating and revitalizing neighborhood schools. Bond projects include classroom technology, new/renovated facilities for College, Career and Technical Education, air conditioning, safety and security upgrades, turf fields, and other capital improvements throughout the district. The program is infusing tax dollars into local communities by providing contracting opportunities to local contractors.

San Diego International Airport will plan for and provide air transportation services to the region with safe, effective facilities that exceed our customer expectations. We are committed to operating San Diego's air transportation gateways in a manner that promotes the region's prosperity and protects its quality of life.
The PAC program objectives are to recruit, encourage certification of small, emerging and local businesses, foster regional economic development and to hold informational sessions on business contracting opportunities.

The County of San Diego will guide the enterprise toward solutions that meet the diverse needs of our County customers through continuous improvement, thought leadership and operational excellence. "It is the purpose of the Commission to act as a public conscience for services provided to children, youth and families who are in the juvenile justice and dependency systems, and, when deemed necessary, make recommendations intended to facilitate the process of service delivery."

San Diego Contracting Opportunities Center (SDCOC) is an economic development program of Southwestern College/Foundation serving all of San Diego County since 1994. It is one of approximately 100 Procurement Technical Assistance Center (PTAC) across the US. It is partially funded by PAC members, other public agencies, and prime contractors. Because matching funds are provided by the federal government, services are offered at no cost to the small business.

SDCOC's sole mission is to assist San Diego County small businesses understand how to do business with federal, state and local government agencies, along with their subcontractors. Technical assistance includes one-on-one counseling delivered by experienced professionals, facilitated workshops, and other services designed to help small business find and bid on potential contracts and procurements. As of January 2014, small business clients have reported more than $734,000,000 in government contract awards that they attribute to SDCOC technical assistance. Those small businesses coming to us, not needing contracting assistance, will be referred to our local resource partners.

It is San Diego County Water Authority's mission to provide a safe and reliable supply of water to its member agencies serving the San Diego region. In partnership with member agencies and stakeholders, meet the region's water supply needs by:
- Providing a safe and reliable water supply
- Diversifying the region's water supply sources
Building, maintaining, and operating critical water facilities in a cost-effective and environmentally sensitive manner

As an agency, San Diego Housing Commission (SDHC) has embraced an entrepreneurial spirit that places a high value on forging quality partnerships with both nonprofit and for-profit developers of affordable housing. By adopting the business savvy of our private sector counterparts, SDHC has developed a new housing authority model that can better adapt to changes in society, the economy, and federal support from Washington D.C. SDHC has benefitted from a succession of leaders who put people first. The agency's priority will be people: the families struggling to make a better life and the public who understand and support our mission.
UC San Diego is dedicated to the advancement of knowledge through excellence in education and research at the undergraduate, graduate, professional school and post-doctoral levels. The campus is committed to community engagement, public service and industry partnerships in order to advance the health and well-being of our region, state, nation and the world. Our academic community of world-renowned faculty, bright students and dedicated staff is characterized by a culture of interdisciplinary collaboration and innovation which spans the globe.

To foster the best possible working and learning environment, our university strives to maintain a climate of fairness, cooperation, and professionalism, which is embodied in our campus Principles of Community. UC San Diego embraces diversity, equity, and inclusion as essential ingredients of academic excellence in higher education.

The San Diego Unified Port District will protect the Tidelands Trust resources by providing economic vitality and community benefit through a balanced approach to maritime industry, tourism, water and land recreation, environmental stewardship and public safety. The vision of the Unified Port of San Diego is to foster a world-class Port through excellence in public service.

The North County San Diego Small Business Development Center hosted by MiraCosta College is dedicated to increasing the economic vitality of the community by helping small business owners and entrepreneurs build a foundation for success! The North San Diego SBDC staff and consultants provide one-on-one business advice and training workshops in all realms of how to start, manage and grow a business profitably. These services are available to small businesses owners at no or very low cost. For more information, to register for workshops or learn more about one-on-one business advice please visit www.sandiegosmallbiz.com.

The Metropolitan Transit Development Board (MTDB) was created in 1975 by the passage of California Senate Bill 101 and came into existence on January 1, 1976. In 1984, the Governor signed Senate Bill 1736, which expanded the MTD Board of Directors from 8 to 15 members. In 2002, Senate Bill 1703 merged MTDB’s long-range planning, financial programming, project development and construction functions into the regional metropolitan planning organization, the San Diego Association of Governments (SANDAG). In 2005, MTDB changed its name to the Metropolitan Transit System (MTS).

NAVFAC is the Systems Command that builds and maintains sustainable facilities, delivers utilities and services, and provides Navy expeditionary combat force capabilities. NAVFAC has two centers that perform specialized missions. The Naval Facilities Engineering and Expeditionary Warfare Center, in Port Hueneme, Calif., supports combatant capabilities and sustainable facilities through specialized engineering, technology development, and lifecycle logistics services. The Navy Crane Center, based at Norfolk Naval Shipyard, Portsmouth, Va., leads the Navy shore-based weight handling program by establishing policy and providing engineering, acquisition, technical support, training and evaluation services to all Navy shore activities worldwide.
The Metropolitan Water District of Southern California is a consortium of 26 cities and water districts that provides drinking water to nearly 19 million people in parts of Los Angeles, Orange, San Diego, Riverside, San Bernardino and Ventura counties. The mission of the Metropolitan Water District of Southern California is to provide its service area with adequate and reliable supplies of high-quality water to meet present and future needs in an environmentally and economically responsible way. Metropolitan currently delivers an average of 1.7 billion gallons of water per day to a 5,200-square-mile service area.

The City of San Diego Public Works Department's goal is to provide engineering services including technical and operational support, design, and construction for the Capital Improvements Program (CIP), and oversight of the development of public infrastructure and facilities in an expeditious, cost-effective manner while maintaining the highest degree of quality.

North County Transit District (NCTD) offers services that are a vital part of San Diego's regional transportation network. NCTD moves more than 12 million passengers annually by providing public transportation for North San Diego County. The family of transit services includes:
- COASTER commuter rail service
- SPRINTER light rail, BREEZE bus system
- FLEX rural
- on-demand service, LIFT paratransit.
NCTD's mission is to deliver safe, convenient, reliable and user-friendly public transportation services. Our vision is to build an integrated transit system that enables our customers to travel easily and efficiently throughout our growing region.

Membership Guidelines
Agencies in pursuit of increasing Small Business usage in San Diego and Imperial counties are welcome to apply or participate in the PAC. Small Business refers to, and includes, certified and non-certified small businesses, Disabled Veteran’s Business Enterprises and Disadvantaged Business Enterprises.
Elaine Richardson
Small Business Development Manager, San Diego Association of Governments (SANDAG)

Ms. Elaine Richardson is the Manager of Small Business Development for SANDAG. Ms. Richardson has been with SANDAG for over 9 years with responsibilities in contracting, the Disadvantaged Business Enterprise (DBE) program and small business outreach. Ms. Richardson will be focusing her small and disadvantaged opportunities efforts on the $260 Million A&E Bench program, $1.7 Billion on the Mid-Coast Corridor transit project and $2 Billion on the North County corridor.

Ms. Richardson has over 20 years of contracting and small business outreach experience. Prior to joining SANDAG, Ms. Richardson was Director of Procurement for CKE Restaurants. Ms. Richardson has been recognized by the San Diego Supplier Development Council with the “Best Small Business Program”. Ms. Richardson was also recently selected for the Women in Transportation (WTS) San Diego 2013 Rosa Parks Diversity Leadership Award.

Ms. Richardson received her Masters of Business Administration in Finance and Marketing from California State Polytechnic University, Pomona. She is also a Certified Purchasing Manager (C.P.M.).

Alma Banuelos
Business Outreach Coordinator, San Diego Unified School District

Alma Banuelos is a communications and outreach professional with over 15 years' experience working on public agency construction programs. As business outreach coordinator for San Diego Unified School District’s Facilities Planning & Construction Department, Ms. Banuelos plays a key role, predominantly supporting the Propositions S and Z Capital Improvement Bond Program. Ms. Banuelos engages local, small and emerging businesses to ensure access to all construction contracting opportunities. Ms. Banuelos is bilingual and her experience engaging with Latino contractors has broadened minority business participation in the school district’s program.
Karen Linehan
Outreach Program Manager, San Diego Unified School District

Ms. Karen Linehan is a public affairs professional with over 23 years’ experience in the environmental, engineering and construction sectors. Ms. Linehan plans and implements strategic stakeholder assessment, outreach, participation and education programs. Her projects have involved a wide range of issues, including public works, environmental cleanup, community planning, transportation, facilities siting, energy and sustainability, water/wastewater and much more.

Ms. Linehan is currently managing the San Diego Unified School District’s business outreach program in support of its Facilities Planning & Construction department. She predominantly supports the Propositions S and Z Capital Improvement Bond Program, which have significant small and emerging business outreach goals. The program’s objectives include promoting doing business with SDUSD; informing contractors and subcontractors about bid opportunities; engaging traditionally underrepresented, small, local and emerging businesses; connecting contractors with each other as well as with projects; and developing a robust and diverse bidding environment.

Gunnar Schalin
Director, San Diego Contracting Opportunities Center (SDCOC)

Mr. Gunnar Schalin has served as Director of the San Diego Contracting Opportunities Center - SDCOC, since 1998. This Center is one of several economic development programs hosted by Southwestern College. SDCOC’s purpose is to provide marketing and contracting related assistance to small businesses desiring to work in the public sector. The Center has been recognized for excellence both locally and nationally. Previously Mr. Schalin served in management positions in the biotech, software and aerospace industries. As Procurement Services Manager, Teledyne Ryan’s Small Business Program received the “Outstanding” rating from the combined review of the Defense Contracts Management Agency and the Small Business Administration. He holds a Certificate in Entrepreneurship as well as a Master’s Degree in Business
Rachel Fischer  
Deputy Director, San Diego Contracting Opportunities Center  

Ms. Rachel Fischer is the Deputy Director for the San Diego Contracting Opportunities Center (SDCOC). SDCOC is an economic development program of Southwestern College, designed to help small businesses sell to federal, state, and local governments. Ms. Fischer also serves as an adjunct faculty member, instructing a course in Government Contracting for Southwestern College.

Ms. Fischer’s background in the field of community development began in Youngstown, Ohio, when she first received a position with an economic development corporation in the Mahoning Valley. Ms. Fischer quickly developed a passion for working with small businesses and has since remained in the field of small business development. After moving west from Ohio to Seattle, Washington in 2002, Ms. Fischer worked at a Seattle-based economic development and finance corporation, Community Capital Development. During her 5 years of employment at Community Capital Development, she held numerous positions with the organization including Assistant Operations Manager, Business Assistance Officer, and Training Manager.

John Mendivil  
Consultant Services Coordinator, City of San Diego  

Responsible for the initiation and management of City of San Diego Architecture and Engineering (A&E) and related professional services contracts, including the City, County and Port of San Diego Consultant Rotation List and all A&E Requests for Proposal (RFP).

Mr. Mendivil attended San Diego State University and received a Bachelor of Science, Business Administration/Finance.

Michael Prewitt  
Contract Specialist, Metropolitan Transit Service  

Mr. Michael Prewitt began working for the Procurement Department at Metropolitan Transit System (MTS) as a Contract Specialist in April 2013. Since then, he has been attending Networking events to introduce MTS to the DBE and Small Business communities. Mr. Prewitt is also responsible for the tracking and support of DBE/SBE businesses after a contract is awarded. As a member of both PAC and RCPC, Mr. Prewitt has helped bring awareness of MTS’s upcoming and ongoing projects to San Diego’s DBE and SB Enterprises. Mr. Prewitt is looking forward to meeting everyone at the Procurement Fair.
Kenneth Ashford  
Business Outreach Representative, Metropolitan Water Board

Mr. Kenneth L. Ashford works in the Business Outreach Program for the Metropolitan Water District of Southern California. The program promotes participation in Metropolitan contracting opportunities to regional small and disabled veteran-owned businesses in Southern California. Over the past decade, Metropolitan has awarded more than $1 billion to Southern California small businesses.

Mr. Ashford’s responsibilities in the Business Outreach Program include communication, event coordination and training. He received his Bachelor's degree in Sociology from California State University, Northridge and Masters degree in Business Administration from the University of Phoenix. Mr. Ashford joined Metropolitan in December 1994. Prior to that, he worked as a field and legislative deputy for Los Angeles County Supervisor, Edmund D. Edelman.

Mr. Ashford is the immediate past president and board member of the San Fernando Valley Leadership Organization. He is a past board member of the American Diabetes Association, San Fernando Valley Chapter; and Heaven Hills, a shelter for battered women and children. Mr. Ashford is actively involved in many civic, community and political organizations.

La Sonja Peisker  
Small Business Development Manager, Caltrans District 11

Ms. La Sonja Peisker has over 28 years of leadership experience in state and local government in strategic/succession planning, organization effectiveness, continuous quality improvement, resource management and employee development. Ms. Peisker exercises the core competencies of leadership as well as promotes the Caltrans value system as a daily part of her commitment to excellence. In addition to 24 years of service to the state of California, Ms. Peisker has been a community activist for various organizations in relation to issues such as heart health, homelessness, upward mobility opportunities for all, and youth adoption and education. Ms. Peisker has further worked since 1988 assisted individuals with starting and promoting small businesses. In the last 28 years, she has been the President and/or Chair of numerous organizations, boards, committees and partnerships. Her motto in life is “the seed you sow, is the seed you grow – give back”
Anthony Singleton
Manager, Chief Small Business Officer, University of California, San Diego (UCSD)

Mr. Anthony Singleton is the Chief Small Business Officer at UCSD. He is responsible for policy development and regulatory compliance of programs, systems and processes in support of federal, state and local agencies and UC system-wide. Mr. Singleton has full signature authority for all small business subcontract plans for federal or state contracts proposed or awarded to UCSD with a value greater than $650K and provide subcontract pre and post award orientations to UCSD campus departments. Additional responsibilities include developing, promoting, delivering and managing policies, procedures and programs to lead the campus in demonstrating UCSD’s commitment to supplier diversity performance and contract compliance. Mr. Singleton also participates and leads UC System-wide initiatives such as P200 Initiative and System wide-supplier diversity programming.

Mr. Singleton currently serves as the Vice Chair of the Public Agency Consortium (PAC), which is a collaboration of local public agencies in San Diego and Imperial counties that design, supervise and implement programs and special events to effectively meet PAC strategic objectives and to foster local small business growth.

Sharon Chambers-Feaster
Section 3 Program Manager, San Diego Housing Commission

Ms. Sharon Chambers-Feaster has 14 years of experience providing business development and procurement technical assistance to small and/or minority-owned businesses in California. For 10 years, she successfully managed the federally-funded California Native American Business Enterprise Center. Currently, Ms. Chambers-Feaster is the Section 3 Program Manager with the San Diego Housing Commission. Section 3 is an economic development program of the U.S. Department of Housing and Urban Development that ensures that contracting opportunities are directed to local businesses that are owned by low-income persons or employ low-income persons.

Ms. Chambers-Feaster holds a Bachelor’s of Science in marketing from South Carolina State University and a Master’s of Business Administration from Ohio University.
Shirley Hirai
Manager, Equal Opportunity, San Diego Unified Port District

Ms. Shirley Hirai began her career at the Port District twenty-four years ago as an Office Assistant. She was promoted several times, and is currently the Manager of Equal Opportunity and has the role of the Americans with Disabilities Act (ADA) Coordinator.

Ms. Hirai is involved in the development and implementation of the equal opportunity contracting, employment, and accessible programs for the Port District. Throughout her twenty-four year career, she has coordinated major diversity events, Port-wide diversity training programs, community outreach events, workshops for consultants, contractors and vendors. Ms. Hirai is actively involved with her counterparts in the equal opportunity industry via the Public Agency Consortium, and implemented various partnerships with other San Diego regional entities to enhance the Port District's equal opportunity programs.

Ms. Hirai holds a liberal arts degree in Asian language and literature from The University of Iowa.

Dominique Sheck
Program Assistant, Small Business Development, San Diego County Regional Airport

Ms. Dominique Sheck began her tenure with the San Diego County Regional Airport Authority in 2010 where she is currently the Small Business Development Program Coordinator. Ms. Sheck develops implements and administers programs that encourage participation of qualified firms in procurement, contracting and concession opportunities at San Diego International Airport. Some of her major projects include bringing in Airport Concession Disadvantaged Business Enterprises (ACDBE) as part of the Concession Development Program of the Green Build terminal expansion, planning and coordinating the 2013 AMAC Airport Business Diversity Conference, and conducting county-wide outreach and opportunity awareness events to promote contracting opportunities with the Rental Car Center.

Ms. Sheck holds a BA in Economics from the University of California San Diego and a MBA from San Diego State University.
Teresa Pununeri
Public Affairs Supervisor, San Diego County Water Authority

Ms. Teresa Penunuri is a Public Affairs Supervisor for the San Diego County Water Authority. The Water Authority is the regional water agency that provides about 70 percent of all the water used in San Diego County, supporting a $188 billion economy and the quality of life for over 3.1 million residents. Penunuri joined the Water Authority in February 2003.

Ms. Penunuri manages the community outreach programs for the Water Authority including the Small Contractor Outreach and Opportunities Program (SCOOP). The goal of the SCOOP program is to ensure participation of small businesses on procurements and contracts. Ms. Penunuri also manages outreach programs focused on establishing and strengthening relations with various organizations throughout the San Diego region to provide information about the Water Authority’s mission, construction projects, programs and services.

Penunuri earned a bachelor’s degree in sociology from the University of California, Santa Barbara. Penunuri is a native San Diegan and resides in Kensington.

Dave Edison
Senior Procurement Specialist, County of San Diego

Mr. Dave Edison has been working for the County of San Diego for over 8 years. Prior to working for the County, he spent 8 years as a Procurement Analyst for the San Diego County Regional Airport Authority (2004-2012) and prior to that he worked for 7 1/2 years as a Material Archives/ Supplies person at First Future Credit Union (now known as California Coast Credit Union).

Mr. Edison carries a Bachelor’s Degree in Business Administration from Point Loma Nazarene University, located in San Diego Ca. He also has an Associate’s Degree in Liberal Arts received from San Diego City College in San Diego, Ca. He earned his Certified Professional Public Buyer certification (CPPB) in May, 2013.
Lara Morrow

Deputy for Office of Small Business Programs, Department of the Navy, Naval Facilities Engineering Command (NAVFAC)

Ms. Lora Morrow is currently the Deputy for the Office of Small Business Programs at NAVFAC, Southwest (NAVFAC SW) located in San Diego and she is responsible for the Command's small business program. In this capacity Ms. Morrow participates in numerous small business community outreach events focused on educating small business on matters affecting federal procurement, instructs NAVFAC acquisition and technical personnel on laws and regulations related to small business contracting at the prime and subcontracting level. Ms. Morrow assists NAVFAC personnel in the development of acquisition strategies that maximize the use of small business concerns at the prime contracting level.

Ms. Morrow received her Bachelor's Degree in Business Management from the University of New Mexico in 1985 and her Master's Degree in Government Contract Management from the Naval Post Graduate School in 2001.

Lynne Pittman

Marketing & Business Consultant, North San Diego Small Business Development Center

Ms. Lynn Pittman is a consultant for the North San Diego Small Business Development Center hosted by MiraCosta College. Ms. Pittman spreads the word throughout the region about the one-on-one business advising and workshops that are offered to small businesses owners at no cost to them. In 2013, over 2,000 small business owners took advantage of the one-on-one business consulting available, which resulted in over $21,400,00.00 in revenue increases.

Ms. Pittman is responsible for the marketing, public relations, and community outreach for the North San Diego SBDC. She is an avid supporter of small businesses, speaking and providing workshops about the SBDC services, starting a business, planning, and marketing.

Ms. Pittman has over twenty-five years experience in all realms of marketing, public relations, advertising, communications, promotions and special events for a variety of industries. Ms. Pittman is also a small business owner.
Procurement & Resource Fair Project Team - Caltrans Business Services

Cyndee McGowan
Small Business Liaison
PAC Committee Member

George Crawford
Digital Print Operator II
Reprographics

Michelle Gongora
Small Business Liaison
PAC Committee Member

Lori McGill
Digital Print Operator II
Reprographics

Rudy Leal
Service Center Lead Worker
(Reprographics, Mailroom, & Records Center)

Kris Buenger
Graphic Designer II
Graphic Design

Caltrans Resource Managers

Michael Bradford, Material Stores Specialist, Warehouse
Brenda Butler, Resource Coordinator, Right of Way Division
Leticia Engelhom, Resource Analyst, Design, Engineering, SR-76 & I-805 Corridors
Diana Espina, Resource Analyst, Materials Lab
Andrea Gillmore, Assistant Training Officer, Employee Development & Training Division
Lesa Green, Equipment Material Manager II, Shop 11
Joan Herrera, Resource Analyst, Traffic Division
Alma Luna, Capital Budget Analyst, Administration, Resource Planning & Budgets Division
Manase Manur, Resource and Contract Manager, Construction Division
Ursula Paulus, District 11 Property Controller, Facilities Division
Melissa Ortiz, Procurement Coordinator, IT Division
Rosalinda Primacio, Budget Resource and Training Coordinator, Administration Division
Sofia Reynoso, Resource Analyst, West Region Maintenance Division
Jovy Rose Simon, Resource Analyst, East Region Maintenance Division
Special Thanks to:

Public Agency Consortium (PAC) Partner Agencies
ACME Safety & Supply
AECOM
Balboa Park Club Personnel
Board of Equalization
California American Water
California Department of Corrections & Rehabilitation
California Department of Veterans Affairs
California High-Speed Rail
California Lottery
California Prison Industry Authority
California Public Utilities Commission
Caltrans Business Services Personnel
Caltrans Consultant Services Personnel
Caltrans District 8
Caltrans Environmental
Caltrans Local Assistance
Caltrans Representatives / Purchasers
Carlsbad Chamber of Commerce
Central San Diego Black Chamber of Commerce
City of San Diego Facilities
City of Santee
Council for Supplier Diversity
Exhibitors & Sponsors

Department of Corrections & Rehabilitation
Department of General Services
Department of Homeland Security
Employment Development Department
KPS Surety Bond Insurance Services, Inc.
RW Insurance Services, LLC
San Diego Community College District
San Diego Gas & Electric
Santee Chamber of Commerce
SASC Surety Associates
SCORE
Skanska Construction Company
SPAWAR
State and Local Agency Partners
Turner School of Construction Management
Twining, Inc,
U.S. Small Business Administration
Union Bank
United States Customs & Border Protection
United States Marine Corp
USE Credit Union
Vision y Compromiso
Wells Fargo
### Caltrans Resources

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# Statewide District Small Business Liaisons (DSBL)

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<tr>
<th>District</th>
<th>Small Business Liaison</th>
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<tbody>
<tr>
<td>01</td>
<td>Matthew Philp</td>
<td>707 441 5814 O 707 441 5871 F <a href="mailto:Matthew.Philp@dot.ca.gov">Matthew.Philp@dot.ca.gov</a></td>
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<tr>
<td>02</td>
<td>Rebecca Alexander</td>
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<td>03</td>
<td>Liza Whitmore</td>
<td>530 741 4222 O 530 741 4101 F <a href="mailto:Liza.Whitmore@dot.ca.gov">Liza.Whitmore@dot.ca.gov</a></td>
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<tr>
<td>04</td>
<td>George Crosby</td>
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<td>05</td>
<td>Ann Danko</td>
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<td>06</td>
<td>Morris J. Caudle</td>
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<td>07</td>
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<td>08</td>
<td>Patti Smith</td>
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<td>09</td>
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<td>10</td>
<td>Steven Martinez</td>
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<td>11</td>
<td>Michelle Gongora</td>
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<td>HQs</td>
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<tr>
<td></td>
<td>Small Business Liaison Coordinator</td>
<td>1823 14th Street</td>
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