

## Attachment M

### Sample Director Talking Points

## **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.