

California Public Utilities Commission
Workshop on General Order 156 / R.09-07-027 / Barriers to Competing
505 Van Avenue (CPUC Auditorium), San Francisco
June 7, 2010 (9:00 a.m. – 4 p.m.)

Purpose of The Workshop – Pursuant to the Scoping Memo the workshop will be used to facilitate a discussion between utilities and representatives of diverse suppliers on barriers to competing.

Format – The workshop format will be panels and the PUC staff will facilitate a discussion and; then formulate the solutions in a Staff Report for comments.

Barriers Identified by Utilities

Utilities in their comments to the Rulemaking said the barriers are a lack of certified DBEs, inadequate experience and industry knowledge by DBEs, lack of bid sophistication, inability to deal with large projects, existing utility procurement relationships, cheaper foreign suppliers, and resistance by prime contractors.

Barriers Identified by Representatives of DBEs

DBEs in their comments to the Rulemaking said the barriers are access to capital, high bonding and insurance requirements, limited capacity, certification process, lack of information about bid opportunities, and no feedback on unsuccessful bids.

Possible Solutions Identified by Parties

- Everyone wanted a more complete centralized DBE database with utility supplier contacts.
 - A more complete DBE list,
 - streamlined certification for smaller DBEs,
- Best practices forums,
- More technical assistance,
- Unbundling,
- Education of prime contractors,
- Better access to bid information,
- Funding to help DBEs grow,
- Bid cooperatives,
- Linking minority bank deposits to DBE capital

AGENDA

Webcast is available at: <http://www.epuc.ca.gov/PUC/Webcasts/>

- I. 9 a.m. – 9:15 a.m. Opening Remarks by CPUC

- II. 9:15 a.m. – 10 a.m. New & Improved Certification Process
 - Presentation by Clearinghouse Operator – Holly Evans & Marzia Zafar

- III. 10 a.m. – Noon Panel 1 – Utility Representatives
 - Response to the Barriers Identified by DBE representatives. Real vs. Perception, and what solutions, if any, to eliminate these barriers.

Panelists:

Joe Alterete, Manager – Supplier Diversity, SCE
Dawn Gilbert, Director Supplier Diversity, Verizon
Carmen Herrera, Director – Supplier Diversity, Sempra Utilities
Charmaine Jackson, Manager – Supplier Diversity, San Jose Water Company
Joan Kerr, Director – Supplier Diversity, PG&E
Mary Anne Strobel, Executive Director – AT&T Global Supplier Diversity

LUNCH – Noon – 1 p.m.

- IV. 1 p.m. – 3 p.m. Panel 2 – DBE Representatives
 - Response to Barriers Identified by Utilities. Real vs. Perception, and what solutions, if any, to eliminate these barriers.

Panelists:

Julian Cañete, Executive Director, California Hispanic Chambers of Commerce
Len Canty, Chairman, Black Economic Council
Pat Fong-Kushida, President, Sacramento Asian Chamber of Commerce
The Honorable Gwen Moore, President, GEM Communications
Melanie Shelby, Managing Director, Gray, Greer, Shelby & Vaughn, LLC
Tracy Stanhoff, President, American Indian Chamber of Commerce
Betty Jo Toccoli, President, California Small Business Association
A J Wilson, Vice-Chairman, Elite SDVOB
Stephanie Chen, Greenlining

- VI. 3 p.m. – 4 p.m. Open Session – facilitated by CPUC Staff to respond to questions from the audience as well as to allow comments from the audience.