

SUPPLIER OUTREACH AND ENGAGEMENT FOR FY2018/2019

FISCAL YEAR IN REVIEW -- SUMMARY

This report summarizes the County of San Diego's outreach efforts from 1 July 2018 through 30 June 2019. The Department of Purchasing and Contracting (DPC) staff, Director Jack Pellegrino, and Assistant Director Allen Hunsberger, are committed to supporting the Board of Supervisors in ensuring the successful participation of small businesses and veteran-owned businesses in County contracting. The DPC staff ensures that diverse small businesses are afforded an equitable opportunity to compete for contract awards which is in line with all County efforts to implement Board Policy B-53 (Small Business Policy) and Board Policy B-39a (Veteran Owned Business (VOB) and Disabled Veterans Business Enterprise (DVBE) Program).

This past year, the County of San Diego has participated in or hosted 32 outreach events, most of which engaged with Small Businesses, Woman-Owned Small Businesses, Disadvantaged Business Enterprises, Veteran and Service-Disabled Owned Veteran Enterprises. The events ranged from those where the County participated as a speaker, panelist, attended outreach fairs, or hosted "How to Do Business with the County" targeted information sessions. Starting in fiscal year 2018-2019, DPC posts future outreach events on its public facing County webpage.

Outreach events are also advertised on BuyNet under the "What's New" banner. This provides an opportunity for companies who review BuyNet for solicitation opportunities to also be made aware of outreach events hosted by the County as well as other local public agencies. The outreach events posted are free to attend. Additionally, events are advertised with local Chambers of Commerce, distributed by other public agencies, and advertised on the County's News Center.

OUTREACH -- HIGHLIGHTS

Information about selected events:

DPC in the Community

"Doing Business with the County of San Diego" is both a presentation and a workshop for local small businesses and others; where firms are walked through the bid and proposal processes, terminology, rules and regulations that govern COSD procurements, and a review of BuyNet is provided. Following the presentation, those firms that are not currently on BuyNet or need assistance in reviewing or updating their profile are assisted by a DPC Procurement Specialist or Procurement Contracting Officer.

FY2018/2019 SCHEDULE
August 10, 2018
November 9, 2018
February 8, 2019
May 10, 2019

In addition to "Doing Business with the County of San Diego" outreach, DPC is engaged in supporting community business advocacy groups and other governmental agencies with their programs and workshops. Below is a listing of events supported in FY2018/2019:

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DATE	HOST/SPONSOR	EVENT NAME	LOCATION	PRESENTER/ ATTENDEE	TARGET AUDIENCE
7/31/2018	Rise San Diego	Doing Business with Local Government Agencies	Jacobs Center	Dwayne Crenshaw, Claudia Abarca, Jack Pellegrino, Ashley Jenkins	All – LB, SB, SDB, DBE, MBE, WOSB, VOSB, SDVOSB, DVBE, HUBZone, SLBE, ESBE, non-profit
8/1/2018	Black Contractors Association of San Diego	Outreach meeting	BCA of SD 6125 Imperial Ave. SD, CA, 92114	Jack Pellegrino	
8/7-8/2018	National Defense Industrial Association (NDIA)	2018 Navy Gold Coast Conference	San Diego Convention Center	Jack Pellegrino (spoke Aug 6) Workshop Topic: The Other Government	VOSB, SDVOSB
8/10/2018	DPC	Doing Business with the County	COC - 5560 Overland Rm 172	Hugo Mora	N/A
8/13/2018	DPC	Pre-Qualification Conference - Design-Build Prequalification Southeastern Live Well Center	Malcolm X Library	Hugo Mora	N/A
8/23/2018	City of Vista, Vista Chamber of Commerce and State of California DGS	Meet the Buyers	Vista Civic Center	North San Diego SBDC and SoCal VBOC. From DPC: Kymeshia Morris, Michael Bautista and John Shin	All – LB, SB, SDB, DBE, MBE, WOSB, VOSB, SDVOSB, DVBE, HUBZone, SLBE, ESBE, non-profit
9/15/2018	National Veterans Transition Services, Inc. Aka REBOOT	2nd Annual Veterans Entrepreneurs Summit	Liberty Station	Jack Pellegrino - panelist presenter. DPC booth Kymeshia, Oscar, Victoria Flores, David Robar.	SDVOSB, DVBE
9/18/2018	California Department of Transportation	CalTrans 14th Annual Procurement and Resource Fair	Balboa Park Club Ballroom	DPC booth - LUEG team Kymeshia, Michael, William, John and Carlos	All – LB, SB, SDB, DBE, MBE, WOSB, VOSB, SDVOSB, DVBE, HUBZone, SLBE, ESBE, non-profit

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9/27/2018	DPC & DGS	Southeastern Live Well Center - Community Design Input Forum	Jacobs Center for Neighborhood Innovation	Hugo Mora	All – LB, SB, SDB, DBE, MBE, WOSB, VOSB, SDVOSB, DVBE, HUBZone, SLBE, ESBE, non-profit
10/10-11/2018	Diversity Business Development Center	2018 Design & Construction Procurement Conference	Marina Village Conference Center	Jack Pellegrino, presenter	All, including non-profit
10/19/2018	North San Diego SBDC	Be the Best! Women's Business Expo	SDG & E Innovation Center - 4760 Clairemont Mesa Blvd., San Diego, CA 92117	Melanie Caramat, panelist	WOSB
10/25/2018	Small Business Expo	Small Business Expo	San Diego Convention Center	DPC booth	ALL
11/1/2018	North San Diego Business Chamber	Economic Development & Advocacy Advisory Council	Palomar College Rancho Bernardo Education Center	Jack presenter	All – LB, SB, SDB, DBE, MBE, WOSB, VOSB, SDVOSB, DVBE, HUBZone, SLBE, ESBE, non-profit
11/7/2018	Riverside County Economic Development Agency's Office of Foreign Trade	4th Annual SoCal Business Connect Summit	Riverside Convention Center	DPC booth - Kymeshia, John and Michael	
11/8/2018	North San Diego SBDC	Meet the Buyers - Celebrating and Honoring Veterans	Westin Carlsbad Resort & Spa		Hispanic Chamber, Asian Business Association, Black Contractors Association
11/9/2018	DPC	Doing Business with the County	COC - 5560 Overland Rm 172	Hugo Mora	All – LB, SB, SDB, DBE, MBE, WOSB, VOSB, SDVOSB, DVBE, HUBZone, SLBE, ESBE, non-profit

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1/30/2019	HHSA Central Region/DPC	Contracting Basics Workshop	Jackie Robinson YMCA 151 YMCA Way, SD 92102	Jack, Melanie and DPC HHSA Team	All, including non-profit
2/1/2019	California Community College Business & Entrepreneurship	San Diego Defense Supply Chain and Business Resource Fair	SDG&E	Booth: Kymeshia and Michael	All – LB, SB, SDB, DBE, MBE, WOSB, VOSB, SDVOSB, DVBE, HUBZone, SLBE, ESBE, non-profit
2/7/2019	Construction Network	Owner's Outlook 2019	Mission Valley Marriott - 8757 Rio San Diego Dr. SD, CA	Booth: Kymeshia and Michael	
2/8/2019	DPC	Doing Business with the County	COC - 5560 Overland Rm 172	Hugo Mora	
2/14/2019	North San Diego SBDC	Meet the Buyers	City of Escondido Council Chambers 201 N. Broadway, Escondido CA 92025	Kymeshia and Michael	All – LB, SB, SDB, DBE, MBE, WOSB, VOSB, SDVOSB, DVBE, HUBZone, SLBE, ESBE, non-profit
2/26/2019	SWVBRC	8th Annual Veteran and Small Business Summit	14075 Frederick St., Moreno Valley, CA 92553 - 9:00 am	Carlos Benitez and David Robar	
3/21/2019	North San Diego SBDC, State of California DGS	Government Contracting, Selling to Government	Handlery Hotel San Diego, 8:30 - 2:30	Kymeshia and Michael	All – LB, SB, SDB, DBE, MBE, WOSB, VOSB, SDVOSB, DVBE, HUBZone, SLBE, ESBE, non-profit
4/17/2019	SANDAG	Speed Networking	Balboa Park Club Ballroom 2150 Pan American Road West, San Diego, CA 92101	Kymeshia and Michael	

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4/18/2019	State of California Department of General Services (DGS), the City of Poway and Poway Chamber of Commerce	Meet the Buyers	City of Poway Community Center, 13094 Civic Center Dr, Poway, CA 92064	Kymeshia and Michael	
5/10/2019	DPC	Doing Business with the County	5560 Overland Ave, San Diego, CA 92123	Hugo Mora and Kristen McEachron	
5/10/2019	North San Diego Business Chamber	Small Business Luncheon	Mission Valley Hilton Hotel	Kymeshia and Michael	
5/15/2019	Society of American Military Engineers	Small Business Meeting	Seaport Village – Harbor House	Rich McCarvell and DGS, speakers. Victoria Flores and Vanessa Villalpando table	
5/30/2019	Hispanic Chamber in partnership with ARCC, DPC, San Diego Water Authority, maybe Airport	4th Annual North County Business Expo	Escondido California Center for the Arts, 5-6 pm	Jack Pellegrino	
6/4/2019	Vista Rotary Club	Vista Rotary Club Meeting	Hyatt Place - 2645 S. Melrose , Vista, 92081	Jack Pellegrino, Speaker	
6/13/2019	North San Diego SBDC	Meet the Buyers	Courtyard by Marriott San Diego Central, 8:00 am - 12:30 pm, 8651 Spectrum Center Blvd	Kymeshia and Michael	
6/14/2019	PTAC	Joint Veteran Business Forum	SDG&E Innovation Center - 4760 Clairemont Mesa Blvd., San Diego 92117, 1:00 - 6:00 pm	Kymeshia and Michael	

DEFINITION OF ABBREVIATIONS:

SB = Small Business

WBE = Woman Business Enterprise

MBE = Minority-Owned Business Enterprise

DVBE = Disabled Veteran Business Enterprise

ESBE = Emerging Small Business Enterprise

SDVO SB = Service-Disabled Veteran-Owned Small Business

LB = large business (other than small)

SDB = Small Disadvantaged Business

DBE = Disadvantaged Business Enterprise

VO SB = Veteran-Owned Small Business

SLBE = Small Local Business Enterprise

HUBzone = Historically Underutilized Business Zone

WOSB = Woman-Owned Small Business

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ENGAGEMENT PLANNING – 2019-2020

The following events are known at this time and will be attended. As additional relevant opportunities to engage with the supplier community are identified, they will be added to the calendar.

Outreach Events
SBDC “Meet the Buyers”
Department of Navy Gold Coast
San Diego Unified School District – Construction Expo
NAVFAC Open House
Innovate Up – various meetings
2019 Small Business Expo
Meet the Primes

“Doing Business with the County of San Diego” FY2019/2020 Schedule
August 9, 2019
November 8, 2019
TBD
TBD

Department of Purchasing and Contracting (DPC) Presented and Exhibited at the 2018 Navy Gold Coast Conference

On Monday, August 6, 2018, John Pellegrino, the Director of Purchasing & Contracting, presented on “How to Do Business with the County of San Diego” at the 2018 Navy Gold Coast Conference. During the presentation, Mr. Pellegrino discussed what the County buys, the procurement processes used to buy such goods and services, and how to engage with the County. Mr. Pellegrino also answered questions regarding public procurement best practices from business owners. In attendance were Department of Navy acquisition community members.

For more information, contact John Pellegrino at Jack.Pellegrino@sdcounty.ca.gov or (858) 505-6565.

Department of Purchasing and Contracting (DPC) Exhibited at the North San Diego Small Business Development Center Meet the Buyers Event

On Thursday, August 23, 2018, the Purchasing & Contracting team exhibited at the Meet the Buyers Event sponsored by the San Diego Small Business Development Center in Vista, California. Contracting staff educated private and non-profit businesses on the types of goods and services the County solicits for and how to register on BuyNet

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to view active procurements. More than 150 business owners attended this event consisting of veteran, disabled veteran, women, and minority business owners.

For more information, contact John Pellegrino at Jack.Pellegrino@sdcounty.ca.gov or (858) 505-6565.

Department of Purchasing and Contracting (DPC) Exhibited at the 14th Annual Caltrans Procurement and Resource Fair

On Tuesday, September 18, 2018, the Department of Purchasing & Contracting exhibited at the 14th Annual Caltrans Procurement and Resource Fair. Attendees were able to meet and network with the County of San Diego buyers, sign up as vendors on Buynet, and receive updates on upcoming contracting opportunities. Attendees included small businesses, Disabled Veteran Business Enterprises, and Disadvantaged Business Enterprises.

For more information, contact John Pellegrino at Jack.Pellegrino@sdcounty.ca.gov or (858) 505-6565.

Department of Purchasing and Contracting (DPC) Presented and Exhibited at the 2018 Veterans & Spouse Entrepreneurs Summit

On Saturday, September 15, 2018, John Pellegrino, the Director of Purchasing & Contracting, presented on “How to Do Business with the County of San Diego” at the 2018 Veterans & Spouse Entrepreneurs Summit. During the presentation, Mr. Pellegrino discussed what the County buys, the procurement processes used to buy such goods and services, and how to engage with the County. Mr. Pellegrino also answered questions regarding public procurement best practices from business owners. In attendance were veteran entrepreneurs and their spouses.

For more information, contact John Pellegrino at Jack.Pellegrino@sdcounty.ca.gov or (858) 505-6565.

Department of Purchasing and Contracting (DPC) Presented and Exhibited at the 2018 San Diego – Design and Construction Procurement Outlook & Exhibition Conference

On October 10th and 11th, 2018, John Pellegrino, the Director of Purchasing & Contracting, presented on “How to Do Business with the County of San Diego” at the 2018 San Diego – Design and Construction Procurement Outlook & Exhibition

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Conference. During the presentation, Mr. Pellegrino discussed what the County buys, the procurement processes used to buy such goods and services, and how to engage with the County. Mr. Pellegrino also answered questions regarding public procurement best practices from business owners.

The Department of Purchasing & Contracting's staff also exhibited at the event. Staff provided detailed instructions to conference participants on how to register on Buynet to receive notifications of ongoing procurements.

In attendance were local government agencies, prime contractors, and healthcare providers. Attendees were able to identify contract opportunities, meet decision makers, exhibit product and services, and present capabilities.

For more information, contact John Pellegrino at Jack.Pellegrino@sdcounty.ca.gov or (858) 505-6565.

Department of Purchasing and Contracting (DPC) Presented and Exhibited at the 2018 Be the Best! Women's Business Expo

On October 19th, 2018, Melanie Caramat, Chief, Procurement Services from the Department of Purchasing & Contracting, presented as a panelist on the "Procurement Panel" at the 2018 Be the Best! Women's Business Expo. The panelist discussed how to do business with local agencies and the common types of goods and services procured. Mrs. Caramat answered questions regarding public procurement best practices from business owners.

The Department of Purchasing & Contracting's staff also exhibited at the event. Staff provided detailed instructions to conference participants on how to register on Buynet to receive notifications of ongoing procurements.

In attendance were local government agencies and women business owners. Attendees were able to identify contract opportunities and meet decision makers.

For more information, contact Melanie Caramat at Melanie.Caramat@sdcounty.ca.gov or (858) 505-6337.

Department of Purchasing and Contracting (DPC) Exhibited at the 2018 Small Business Expo

On October 25th, 2018, Department of Purchasing & Contracting's staff exhibited at the 2018 Small Business Expo. Staff provided detailed instructions to conference

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participants on how to register on Buynet to receive notifications of ongoing procurements.

In attendance were local government agencies and small business owners. Attendees were able to identify contract opportunities and meet decision makers.

For more information, contact Kymeshia Morris at Kymeshia.Morris@sdcounty.ca.gov or (858) 505-6821.

Department of Purchasing and Contracting (DPC) Presented and Exhibited at the 2018 North San Diego Business Chamber

On Thursday, November 1, 2018, John Pellegrino, the Director of Purchasing & Contracting, presented on “How to Do Business with the County of San Diego” at the 2018 North San Diego Business Chamber. During the presentation, Mr. Pellegrino discussed what the County buys, the procurement processes used to buy such goods and services, and how to engage with the County. Mr. Pellegrino also answered questions regarding public procurement best practices from business owners.

The Department of Purchasing & Contracting’s staff also exhibited at the event. Staff provided detailed instructions to conference participants on how to register on Buynet to receive notifications of ongoing procurements.

In attendance were local government agencies, local businesses, and representatives from local educational institutions. Attendees were able to identify contract opportunities, meet decision makers, exhibit product and services, and present capabilities.

For more information, contact John Pellegrino at Jack.Pellegrino@sdcounty.ca.gov or (858) 505-6565.

Department of Purchasing and Contracting (DPC) Exhibited at the 4th Annual SoCal Business Connect Summit

On November 7, 2018, the Department of Purchasing & Contracting’s staff exhibited at the 4th Annual SoCal Business Connect Summit. Staff provided detailed instructions to conference participants on how to register on Buynet to receive notifications of new procurements and how to do business with the County.

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In attendance were local government agencies and small business owners. Attendees were able to identify contract opportunities and meet decision makers.

For more information, contact Kymeshia Morris at Kymeshia.Morris@sdcounty.ca.gov or (858) 505-6821.

Department of Purchasing and Contracting (DPC) Exhibited at the November Meet the Buyers, Celebrating and Honoring Veterans

On November 8, 2018, the Department of Purchasing & Contracting's staff exhibited at the November Meet the Buyers, Celebrating and Honoring Veterans. Staff provided detailed instructions to conference participants on how to register on Buynet to receive notifications of new procurements and how to do business with the County.

In attendance were local government agencies and small business owners. Attendees were able to identify contract opportunities and meet decision makers.

For more information, contact Kymeshia Morris at Kymeshia.Morris@sdcounty.ca.gov or (858) 505-6821.

Department of Purchasing and Contracting (DPC) Exhibited at the San Diego Defense Supply Chain and Business Resource Fair

On February 1, 2019, the Department of Purchasing & Contracting's staff exhibited at the San Diego Defense Supply Chain and Business Resource Fair. Staff provided detailed instructions to conference participants on how to register on Buynet to receive notifications of new procurements and how to do business with the County.

In attendance were local government agencies and small business owners. Attendees were able to discover procurement opportunities to diversify their business

For more information, contact Kymeshia Morris at Kymeshia.Morris@sdcounty.ca.gov or (858) 505-6821.

Department of Purchasing and Contracting (DPC) Exhibited at the Owners' Outlook 2019

On February 7, 2019, the Department of Purchasing & Contracting's staff exhibited at the Owners' Outlook 2019 sponsored by the Construction Network. Staff provided

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detailed instructions to participants on how to register on Buynet to receive notifications of new procurements and how to do business with the County.

In attendance were local government agencies and small business owners. Attendees were able to identify contract opportunities and meet decision makers.

For more information, contact Kymeshia Morris at Kymeshia.Morris@sdcounty.ca.gov or (858) 505-6821.

Department of Purchasing and Contracting (DPC) Exhibited at the Meet the Buyers Event Hosted by the Small Business Development Center

On February 14, 2019, the Department of Purchasing & Contracting's staff exhibited at the Meet the Buyers event sponsored by the State of California Department of General Services (DGS), the City of Escondido, and the Escondido Chamber of Commerce. Staff provided detailed instructions to participants on how to register on Buynet to receive notifications of new procurements and how to do business with the County.

The event was held at the City of Escondido Council Chambers. In attendance were local government agencies and small business owners. Attendees were able to identify contract opportunities and meet decision makers.

For more information, contact Kymeshia Morris at Kymeshia.Morris@sdcounty.ca.gov or (858) 505-6821.

Department of Purchasing and Contracting (DPC) Exhibited at the 8th Annual Veteran and Small Business Summit

On February 26, 2019, the Department of Purchasing & Contracting's staff exhibited at the 8th Annual Veteran and Small Business Summit held in Moreno Valley. Staff provided detailed instructions to conference participants on how to register on Buynet to receive notifications of new procurements and how to do business with the County.

In attendance were federal, state, and local government agencies, as well as small business owners. Attendees were able to discover procurement opportunities to diversify their business

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Department of Purchasing and Contracting (DPC) Exhibited at the Annual California Procurement Event Hosted by the Small Business Development Center

On March 21, 2019, the Department of Purchasing & Contracting's staff exhibited at the Meet the Buyers event sponsored by the State of California Department of General Services (DGS). Staff provided detailed instructions to participants on how to register on Buynet to receive notifications of new procurements and how to do business with the County.

The event was held at the Handlery Hotel San Diego. In attendance were local government agencies and small business owners. Attendees were able to identify contract opportunities and meet decision makers.

For more information, contact Kymeshia Morris at Kymeshia.Morris@sdcounty.ca.gov or (858) 505-6821.

Department of Purchasing and Contracting (DPC) Exhibited at the On-Call Planning Services Pre-Proposal and Speed Networking Event Hosted by San Diego Association of Governments (SANDAG)

On April 17, 2019, the Department of Purchasing & Contracting's staff exhibited at the On-Call Planning Services Pre-Proposal and Speed Networking Event hosted by SANDAG. Staff provided detailed instructions to participants on how to register on Buynet to receive notifications of new procurements and how to do business with the County.



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The event was held at the Balboa Park Club Ballroom. In attendance were local government agencies and small business owners. Attendees were able to identify contract opportunities and meet decision makers.



For more information, contact Kymeshia Morris at Kymeshia.Morris@sdcounty.ca.gov or (858) 505-6821.

Department of Purchasing and Contracting (DPC) Exhibited at the Meet the Buyers Event Hosted by the City of Poway

On April 18, 2019, the Department of Purchasing & Contracting's staff exhibited at the Meet the Buyers event sponsored by the City of Poway. Staff provided detailed instructions to participants on how to register on Buynet to receive notifications of new procurements and how to do business with the County.

The event was held at the City of Poway Council Chambers. In attendance were local government agencies and small business owners. Attendees were able to identify contract opportunities and meet decision makers.

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For more information, contact Kymeshia Morris at Kymeshia.Morris@sdcounty.ca.gov or (858) 505-6821.

Department of Purchasing and Contracting (DPC) Exhibited at the Meet the Buyers – San Diego Event Hosted by the Veterans Business Outreach Centers

On June 13, 2019, the Department of Purchasing & Contracting's staff exhibited at the Meet the Buyers – San Diego Event Hosted by the Veterans Business Outreach Centers. Staff provided detailed instructions to participants on how to register on BuyNet to receive notifications of new procurements and how to do business with the County. The County of San Diego was the recipient of a certificate of Special Congressional Recognition, presented by the office of Congressman Scott Peters, 52nd District of California.



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The event was held at the Courtyard by Marriot San Diego. In attendance were local public agencies such as SANDAG, San Diego Unified School District, DGS, City of San Diego, and the San Diego County Water Authority. In addition, there were multiple local business in attendance. Attendees were able to learn about how to do business with the County of San Diego and how to search for upcoming contracting opportunities via the County's solicitation website, BuyNet.



For more information, contact Kymeshia Morris at kymeshia.morris@sdcounty.ca.gov or (858) 505-6821.

Department of Purchasing and Contracting (DPC) Exhibited at the Joint Veteran Business Forum Hosted by the Procurement Technical Assistance Center (PTAC)

On June 14, 2019, the Department of Purchasing and Contracting's staff exhibited at the Joint Veteran Business Forum Hosted by the Procurement Technical Assistance Center (PTAC). Staff provided documents and information to attendees on how to potentially do business with the County of San Diego.

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The event was held at the SDG&E Energy Innovation Center. The attendees included various public agencies, local companies, as well as Veteran Owned companies. The veteran owned companies were able to speak with local public agencies and companies about potential future work. The County explained to companies how to do business with the County of San Diego and how to register for BuyNet. County exhibitors also explained to companies how to search for solicitations on the solicitation website.

For more information, contact Kymeshia Morris at kymeshia.morris@sdcounty.ca.gov or (858) 505-6821.