

# CALIFORNIA GLOBAL CONNECT

**OPPORTUNITY: Portugal and Spain - Renewable Energy and Advanced Transportation**

## ***Calling California Exporters!***

*The California Governor's Office of Business and Economic Development (GO-Biz) has teamed up with Kallman Worldwide and the U.S. Commercial Service to offer California businesses a series of virtual trade missions designed to link California suppliers directly with international buyers, potential partners and buying authorities.*

### **RENEWABLE ENERGY AND ADVANCED TRANSPORTATION OPPORTUNITIES IN PORTUGAL & SPAIN**

During this two-nation / four-part mission, qualified California renewable energy and advanced transportation companies will hear from, and meet with, potential business partners that include government regulators, utility executives, and private-sector project management firms from both Spain and Portugal, two European countries that are moving rapidly to embrace new approaches to energy production and transportation technologies.

#### **Event Details**

Both Portugal and Spain are committed to ambitious plans that will greatly expand the percentage of their domestic energy that comes from renewable sources. In addition, both countries have implemented policies to expand advanced transportation technologies and services in their markets.

California delegates will first meet in a virtual group setting with key players from Portugal and Spain who will explain their organizations' plans, priorities and procurement processes. After the group presentations, California delegates will meet one-on-one with relevant authorities to present their products/services and receive immediate feedback on next steps forward.

#### *Portugal - Invited Guests:*

- National Energy Agency for Portugal (ADENE)
- EDP Group (Energias de Portugal)
- APREN (Renewable Energy Association)
- Mobinov (Portuguese Automotive Cluster)

#### *Spain - Invited Guests*

- Institute for the Diversification and Saving of Energy in Spain (IDAE), public business entity of the Spanish Ministry for Ecological Transition
- ACCIONA (Spanish conglomerate dedicated to the development and management of infrastructure and renewable energy)
- IBERDROLA (Spanish multi-national electric utility company)

This program is free of charge to qualified California small businesses, per SBA's small business guidelines. A fee of \$1,950 will be charged to qualified medium and large sized businesses to take part in this program.

California Companies Can Register [HERE](#) by January 8<sup>th</sup>. Be sure to select "California Global Connect - Europe Energy Opportunities" from the drop-down list of activities.

*This opportunity is funded in part through a grant with the U.S. Small Business Administration.*

#### **DATE:**

**February 23-26, 2021**

*(two half-day presentations on sales opportunities + one half day of one-on-one meetings)*

#### **LOCATION:**

Online

#### **COST:**

FREE for [California STEP Eligible Small Businesses](#):  
\$1,950 for medium/large California firms

#### **DEADLINE:**

January 8, 2021

#### **SPACE IS LIMITED:**

15 California Companies

#### **PROGRAM QUESTIONS:**

Peter McKenna  
[peterm@kallman.com](mailto:peterm@kallman.com)  
202-441-7199

Diana Dominguez  
[Diana.Dominguez@gobiz.ca.gov](mailto:Diana.Dominguez@gobiz.ca.gov)  
279-666-9104

Jason Sproule  
[Jason.Sproule@trade.gov](mailto:Jason.Sproule@trade.gov)  
213-894-8785

#### **ORGANIZED BY:**



#### **SUPPORTED BY:**



#### **PRODUCED BY:**



# CALIFORNIA GLOBAL CONNECT

OPPORTUNITY: Portugal and Spain - Renewable Energy and Advanced Transportation

## California STEP Eligibility Guidelines

This program is free of charge to qualified California small businesses, per SBA's small business guidelines.

### Standard STEP eligibility guidelines:

1. Comply with SBA size standards found at [13 C.F.R. Part 121](#) – search based on your company NAICS code. Your size is based on revenue or number of employees
2. Must be registered as a U.S. company seeking to export goods or services that have at least 51% U.S. content. We can help you determine content percentages if needed.
3. Must be registered to do business with the State of California and in good business standing – search here: <https://businesssearch.sos.ca.gov/>
4. Must be export ready (product or service)
5. Must have been in business for a minimum of one year

### Additional considerations:

- If a company is a subsidiary of a larger company, then the parent company plus its subsidiaries combined must satisfy #1 above
- If a company is foreign owned and registered as a California business, they must meet the size requirements and the 51% content rule
- If a company is of U.S. origin and receives significant foreign investment, we will need to determine if the foreign investors have a controlling interest and what that percentage is. If the percentage (or combined percentages) is over 50%, then the foreign entity(s) plus the CA company combined must satisfy #1 above. Note: in this instance, we can further assess on a case by case basis.

### ELIGIBILITY QUESTIONS:

Diana Dominguez  
[Diana.Dominguez@gobiz.ca.gov](mailto:Diana.Dominguez@gobiz.ca.gov)  
279-666-9104

Emily Desai  
[Emily.Desai@gobiz.ca.gov](mailto:Emily.Desai@gobiz.ca.gov)  
916-322-0559

Jason Sproule  
[Jason.Sproule@trade.gov](mailto:Jason.Sproule@trade.gov)  
213-894-8785

Shannon Fraser  
[Shannon.Fraser@trade.gov](mailto:Shannon.Fraser@trade.gov)  
408-335-8979