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California Energy Commission
July 21, 2010

Marty Keller
Deputy Director, Small Business Advocate

Small Business Advocate's Mission

- Amplify the voice of small businesses as they address their concerns and desires to state government;
- Support the health and growth of small businesses by communicating information on resources and obligations, and facilitating solutions by expanding and empowering the small business network.



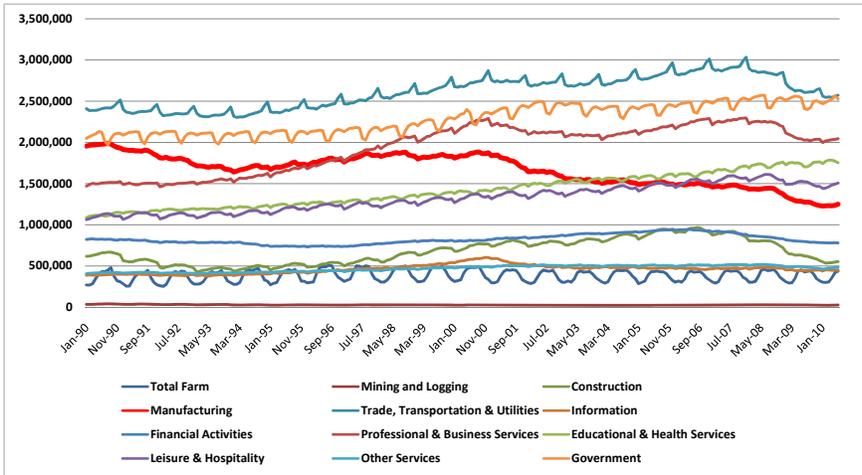
Small Business Manufacturing

- 720,000 firms with 500 or fewer employees.
- 2.7 million sole proprietorships.
- Employee firms in manufacturing totaled 40,500 firms, which is 97% of all state manufacturers.
- These firms employed 797,000 people, 55% of the total.
- There were 43,800 sole proprietor manufacturers.

–Office of Advocacy, Small Business Administration; 2006 data

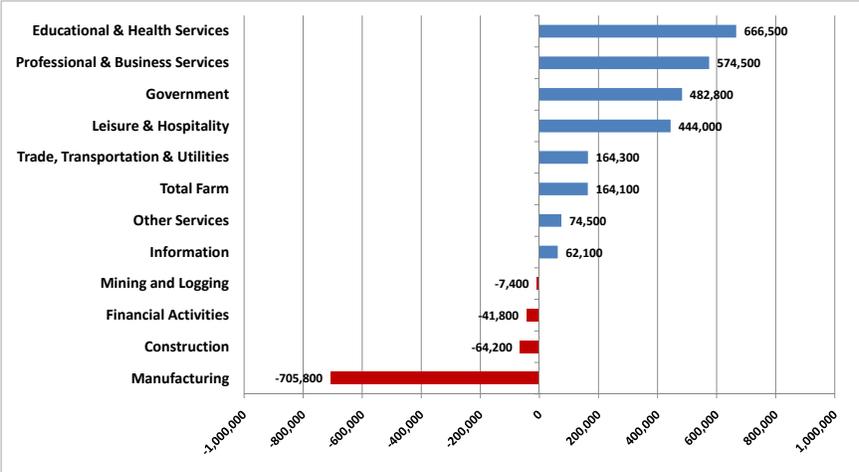


Statewide Employment, All Industries January 1990 to June 2010



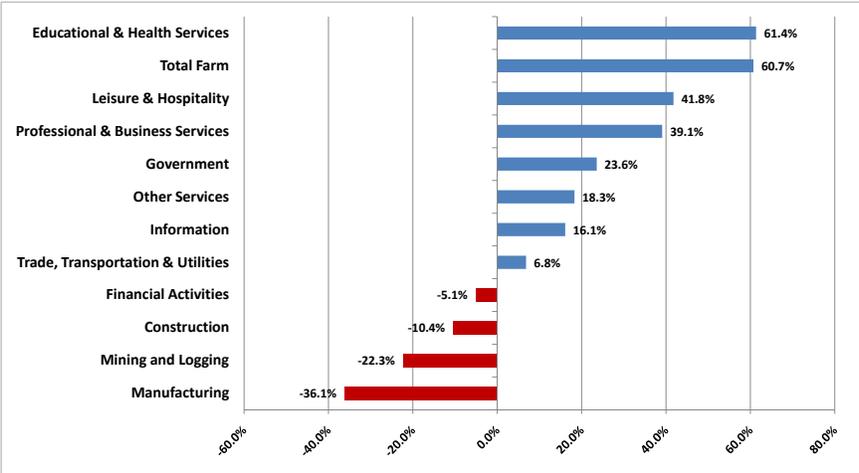
Source: Employment Development Department, Labor Market Information Division (Not Seasonally Adjusted)

Statewide Number of Jobs Change January 1990 to June 2010



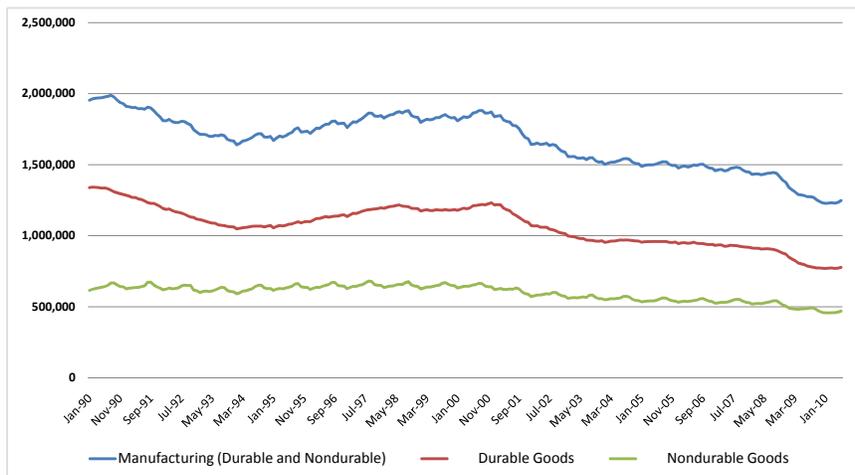
Source: Employment Development Department, Labor Market Information Division (Not Seasonally Adjusted)

Statewide Percentage of Jobs Change January 1990 to June 2010



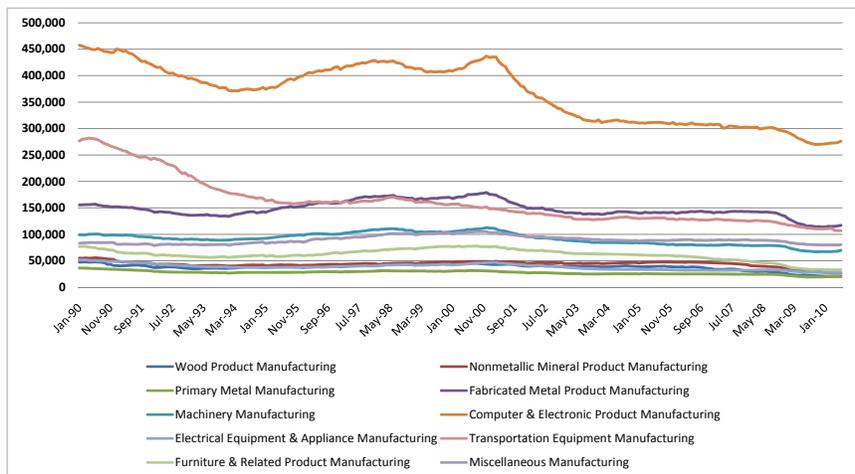
Source: Employment Development Department, Labor Market Information Division (Not Seasonally Adjusted)

Statewide Manufacturing Employment January 1990 to June 2010



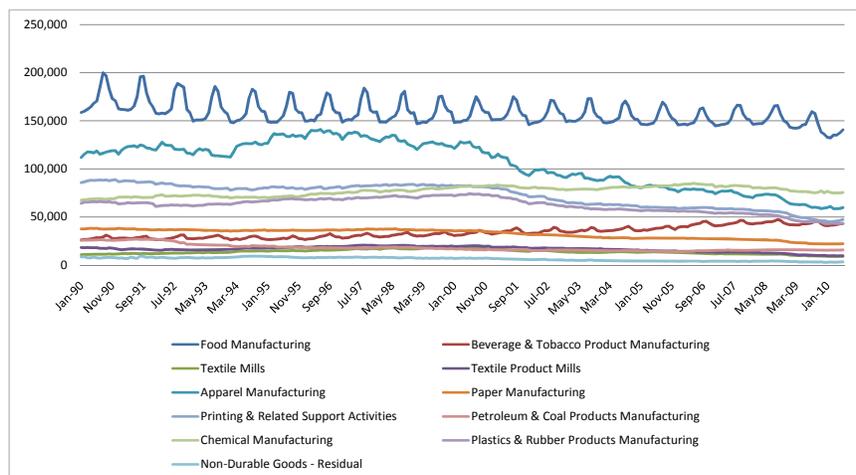
Source: Employment Development Department, Labor Market Information Division (Not Seasonally Adjusted)

Statewide Durable Goods Employment January 1990 to June 2010



Source: Employment Development Department, Labor Market Information Division (Not Seasonally Adjusted)

Statewide Nondurable Goods Employment January 1990 to June 2010



21st Century Support of Manufacturing

Post-capitalist society has to be decentralized. Its organizations must be able to make fast decisions, based on closeness to performance, closeness to the market, closeness to technology, closeness to the changes in society, environment, and demographics, all of which must be seen and utilized as opportunities for innovation.

--Peter Drucker, *Post-Capitalist Society* (1994)

