

## **Small Business (SB) and Disable Veteran Business Enterprise (DVBE) Advocates Workshop Minutes (Thurs., March 8, 2018)**

### Welcome/Introduction – Darwin Manuel

- Michael Aguilio unable to attend

### Senate Bill 605 – Demeshia Swanson

- Signed by Governor Jerry Brown on 10/11/2017 and effective 1/1/2019
- Increases the 3-year average Gross Annual Receipts eligibility thresholds to:
  - \$15 mil for SB
  - \$5 mil for MB
- Efforts:
  - DGS Internal Workgroup
  - Stakeholder Engagement
  - SB Reg Process
  - FI\$CAL
  - SB Application

### Veterans in Business Network (VIB) – Rebecca Aguilera-Gardiner

- Officially launched 12/2016
- Surveyed veteran businesses and advocates to help create a foundation for veterans (free listings)
- Built a user-friendly website with informational directory
- What VIB does/has created:
  - Weekly email blasts
  - Social Media Posts
  - Mentor/protégé program
- VIB Networking National Conference
  - November 5-6, 2018 in Los Angeles
- Additional projects for 2018:
  - New survey for veterans and advocates
  - Updated event listings on LinkedIn/Twitter/Facebook

### DVBE Incentive – Eli White

- The DVBE incentive is to promote participation on state contracts
- Military and Veteran Code (MVC)
  - 3% goal award to certify
- Desired participation percentage must be identified in solicitation:
- CUF Definition:
  - A business that meets ALL of the five requirements
- When not to use DVBE incentive:
  - Fair & reasonable
  - The option- SB option/DVBE option
  - Leveraged procurement agreements
  - Exemption provision

### SARA Awards – Matt Zweier

- Matt handed out awards to the departments that did not show up to receive during the SARA Awards last January

### Department Highlight (CalVet) – Jennifer Hubbard-Beath & Jared Stone

- The DVBE Outreach and Education team:
  - Recruits and supports new and existing DVBEs.
  - Provides outreach and advocacy to the DVBE community through education and outreach events.
  - Monitors CalVet's progress toward meeting and exceeding our 5% goal; and assists other departments with reaching and exceeding their 3% goal.
  - In addition to providing advocacy to DVBE's, connect those DVBEs and all of California's Veterans with the benefits available to them.
- DVBE Advisory Council
- SB/DVBE Program Stats
- What CalVet and our Veterans Homes Procure
- CalTAP
- VHHP
- Veterans Business Forum 2018
  - Hosted by San Diego State University
  - Friday, June 22, 2018 at 9am-1pm
- CalVet awarded the Abraham Lincoln Pillars of Excellence Award for the DVBE program by the USDVA

### Upcoming Events – Tracy Bowen

- CPUC/Joint Utilities Long Beach Business Expo – 4/25
- Keeping the Promise 2018 – 5/8
- How to do Business with the State – 5/24
- Norcal PTAC Supply Chain & Procurement Expo – 6/8
- Veterans Business Forum 2018 -6/22

### Mentor Program – Nina Martinez

- SB Advocate mentor program in the works
- Pairing seasoned Advocates with new ones
- Volunteers needed

### Steering Committee New Member – Darvin Manuel

- Opening on the SB/DVBE Advocate Steering Committee
- Those interested should apply via email to Michael Aguilio