

June 2005
Small Business Council Meeting
Action Items

1. Rita requested that each **committee chair** email Mariel (email: Mariel.Dennis@dgs.ca.gov) by July 31st the issues from either the "brainstormed" list and/or other issues that their committees identified and prioritize the issues that they will be working on. The list should have the topics ranked in order of priority. **ACTION: All Committee Chairs**
2. Status reports of SB/DVBE participation on CSSI contracts will be shared with the SBC to ensure goals are being met; this will be a standing agenda item for each meeting. **ACTION: Mariel**
3. Send email and hardcopies to certified SB/DVBE firms regarding the SBC, their contact information plus how to sign up for SOS and the keyword search function. **ACTION: Mariel**
4. **Outreach Committee Action Items:**
 - Develop a specific initiative to migrate all 15,000 certified firms to the CSCR in order to improve awareness of specific procurements (CSSI, CMAS, Master Agreements, etc).
 - Regarding CSSI, emphasize the following:
 - Message consistency
 - Insertion of outreach functions early in procurement process (SBs need more than 10 days in bid process (completed by DGS)
 - Expand CSSI bid opportunity advertisements beyond CSCR to include the entire DGS certified SB/DVBE database.
 - Develop a plan to proactively reach out to the SB Advocates (identify and train new advocates and provide better resources to support them).
5. Research the "Buy California" law. **ACTION: Mariel to research and report at next meeting.** If anyone has the reference handy, please email it to Mariel.
6. DGS to research new federal law that states 8a firm's certification must be accepted for federally funded projects. **ACTION: Paul Guerrero to email information to Mariel; Mariel to report at next meeting.**

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7. **ACTION ITEM for Legislative Committee:** Add mandated goals to state procurement on local government projects to reach the 25% goal in order to keep dollars in California.
8. **ACTION: Mariel** to send out email to SBC members about the July 7 Resource Exchange (completed 6/29).
9. **ACTION: Mariel** to discuss Personal Services Committee actions with Betty Jo Toccoli.
10. Randall Martinez and Elisabeth Brinton requested the inclusion of the position of the Governor's Advocate for Small Business be in the draft Small Business Executive Order. **ACTION: Rita/Mariel** to follow up on status of draft Executive Order.
11. **ACTION: Olivia Fonseca** to provide information on the 200 other small business definitions to the Legislative Committee.
12. Commercially Useful Function (CUF) criteria are based on old SBA requirements. Business models are changing and SBs today have the same financial risk as those that have inventories. SBs have the burden to prove CUF vs. big business. Every firm should have a manufacturer's line of credit. (Gene Hale) **ACTION: Contracting and Procurement Processes Committee** will review CUF requirements.
13. New subcommittees established to work on details of CPR initiatives relating to self-certification and reciprocity. Members interested in participating on these new committees email Mariel. The committees should provide recommendations to DGS before the next Council meeting. **ACTION: ALL** (if interested in participating) email Mariel at Mariel.Dennis@dgs.ca.gov.