



# Department of General Services Small Business Council

March 22, 2006

Visit [www.pd.dgs.ca.gov/smbus/sbcouncil.htm](http://www.pd.dgs.ca.gov/smbus/sbcouncil.htm)

# Welcome and Opening Remarks

Rita Hamilton, Deputy Director  
Council Co-Chair, DGS

Elisabeth Brinton, SB Co-Chair

- Introductions -

# Minutes, Housekeeping & Announcements

- Sign In Sheet (optional per Bagley-Keene Open Meeting Act)
- Emergency evacuation information
- Messages - **OSDS (916) 375-4940**
- Cell Phone Courtesy
- Rest Rooms, Breaks & Smoking Policy
- Handouts (materials on the Web at [www.pd.dgs.ca.gov/smbus](http://www.pd.dgs.ca.gov/smbus))

# Minutes, etc.

- Public Comment allowed for each discussion item and at end. The Council will not comment.
- Approval of Minutes of last Meeting

# 2006 Meeting Schedule

- Wednesday, June 28, 2006
- Wednesday, September 20, 2006
- Tuesday, December 6, 2006

# Remarks from the Statewide SB Advocate

Dennis Trinidad, Director  
Office of the Small Business Advocate  
Governor's Office of Planning and Research

# **DGS Accomplishments and Update**

# Actions Completed

- 05-14 IT hardware repair bids - closed
- 05-17 "Improve processes" – recommend deletion
- 05-21 Performance-based specifications: PD uses a mix of design/performance specs; will continue to evaluate best approach
- 05-38 Certified firms advised of Council meetings, members & contact information
- 05-48 CSSI office supply information provided

# Actions Completed, cont'd.

- 05-51 Post-award “partnering workshops” will be held at Resource Exchanges
- 05-52 Bidders conferences in Northern and Southern California on large procurements: incorporated into PD process
- 05-53/55 Will use CSCR to advertise bids
- 05-54 Expand partnering workshops: will include in more bidder conferences

# Actions Completed, cont'd.

- 05-61 Action item list sorted by committee (also on Web)
- 05-62 Revised Charter has committee guidelines
- 05-63 Customer/Supplier Advocate: Eric Mandell
- 05-66 BIS2SOS communication plan completed
- 05-67 Telecommunications Lawsuit funds unsuitable for State use

# Completed Actions, cont'd.

- 05-68 Federal "Talent Amendment" for SBA program not applicable to California SB Program
- 05-69 Federal SBA now accepting MB certification
- 05-70 CSSI Office Supply communication plan completed
- 05-71 Legislation Committee dissolved; combined with Outreach
- 05-72 RESD report on McClellan construction project

# Legislative Update

Joyce Gibson,  
PD Legislative Coordinator

# Office of Small Business & DVBE Services Update

Maribel Dennis, Chief

# Contract Activity Reports

- FY 04-05 SB/DVBE - approval pending
- FY 04-05 Consulting Services - pending
- Mid-Year SB/DVBE Reports
- 05-40 Letters to departments about participation

# Replacing SIC Codes

- Exploratory Discussion begun
- Issue – SIC Codes obsolete; new classification system desirable?
- Councils' input requested
- State department input requested
- Survey now on OSDS Web site
- Long-term solution: eProcurement

# Other OSDS Initiatives

- Regulation efforts
  - Raise SB/MB Ceiling Amount
  - DVBE Incentive – **supplier briefing sessions**
  - SB and DVBE - general changes
  - New: Nonprofit Veteran Services Agency
- Targeted Increase in Certified Firms

# SB 115 – DVBE Incentive Briefing Sessions

<b>Suppliers</b>	<b>March 29</b> 9 AM/1:30 PM	<b>March 30</b> 9 AM/1:30 PM
<b>Buyers &amp; State Personnel</b>	<b>April 11</b> 9 AM/1:30 PM	<b>April 13</b> 9 AM/1:30 PM

- Notice sent via email
- Details will be posted on the Web site
- DGS OSDS developing Web site and FAQs

# Current Certified Firms

(as of 3/15/06)

Cert. Type	Firm Count	Cnstrn.	Mftg.	Non-Mftg.	Service
SB Only	2,547	884	271	795	1,280
MB Only	11,963	2,744	862	2,771	8,574
SB/MB	14,510	3,628	1,133	3,566	9,854
SB/DVBE	640	158	26	209	476
DVBE Only	216	65	14	51	29
<b>Total</b>	<b>15,366</b>	<b>3,851</b>	<b>1,173</b>	<b>3,827</b>	<b>10,475</b>

(NOTE: Firms can appear in more than one business type category)

# SB/DVBE Advocates - Update

- CDVA Advocate Workshops continue
  - Next meeting March 28 at CALPERS
  - Draft Advocate Toolkit modules posted on CDVA; when complete will be posted on DGS Web site and notice sent
  - Participation remains strong
- DGS plans to resume quarterly Advocate meetings

# Communications & Outreach

- Ongoing Communications & Outreach (Over 40 events statewide in 2006)
- Quarterly Customer Forums
- Web site Enhancements
- State Agency Recognition Awards (SARA) - October 2006
- *Golden Opportunities* E-Newsletter

# California Strategic Sourcing Initiative (CSSI) Update

[www.dgs.ca.gov/stratsourcing](http://www.dgs.ca.gov/stratsourcing)

CSSI Information Line: (866) 885-8344

# Success Story

## John Arena

Metropolitan Water District of  
Southern California

DGS Reciprocity Partner

# Status of Action Items

- 2005 Deleted-Closed Items
- 2006 SB Council Issues Matrix – open items
  - 2005 items renumbered to show year
  - 2006 items will be numbered 06-xx
  - As items are completed they will be moved to a 2006 Deleted-Closed list



# LUNCH

On Your Own

Please be ready to resume at 1:00



# Committee Updates

# Committees

- **Commodities & Goods** - Calvin Lucas, Chair
- **Construction** – Paul Guerrero, Chair
- **Processes** – Elisabeth Brinton, Chair  
(combined Contracting & Procurement Processes and IT Goods & Services)
- **Outreach** – Randall Martinez, Chair  
(now combined with Legislation)
- **Personal Services** – Kerry Osaki, Chair

# Outreach Committee

- Met February 7<sup>th</sup>
- 05-16 – TACPA/EZA/LAMBRA – demo; provided input
- 05-22 – Financial resource (Web) – demo; provided input
- 05-25 – Vendor Fairs/spot buying
- 05-31 – Goods/services list on Web - March 8 Customer Forum; email blast complete

# Outreach, cont'd

- 05-35 – Reviewed new brochure “You’re Certified – Now What?”
- 05-36 – BIS2SOS project status
  - Scope: Automatically enroll all certified firms with valid email/fax into CSCR SOS
  - Status:
    - All firms with good emails complete;
    - upgrading fax server by 3/31; 1500 fax clients to be converted in April
    - Newly certified firms (since January) by end of April
  - Total to be enrolled: 11,000!
  - CSCR over 17,000 (up from 6,500)
  - Ongoing enrollment as certified/renewed

# Outreach, cont'd

- **05-38** – Every SBC meeting notice to be sent to all certified firms with suggestion to contact members; link to contact information on Web
- **05-46(e)** – PD report under consideration
- **05-59** – “Meet & Greet” events = Resource Exchanges. Planned quarterly.
- **05-12** – Search tool – Recommend new application with “Google” ease
- **Next meeting:** April 2006 (date TBD)



# Discussion Items

Public Comment Period to  
Follow Each Item



# **SB Council Charter Draft Revisions**

Rita Hamilton/Mariel Dennis



# “Race Neutral”

Stephen McGlover



# Public Comment Period

(Time may be limited to 3 minutes per person)

**The Council Will Not Comment**



# Closing/Adjournment

- Recap Actions
- "Check Out" if time permits