

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

Welcome/Introduction – Darvin Manuel

- Michael Aguillio 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