



## **DVBE Advisory Council Meeting Minutes**

**Friday; January 29, 2016; 10:00 A.M. to 03:00 P.M.**

California Department of Veteran Affairs, 1227 O Street, Sacramento California 95814

### **1. Call to Order, Welcome by Chair, Attendee Introductions**

The meeting was called to order by Council Co-Chair DVBE Sandy Schneeberger at 10:04 a.m.

The following new members were sworn into service on the council:

- Louis Collins, Darren Hicks, Hien Tran, William Osgood, Charles Wells, and Cole Woodman.

The following are current members who have agreed to serve a second term are as follows:

- Rene Cota, Dave Dickey, Bob Mulz, Sandy Schneeberger, and Robert Vermillion.

The following are now formers members that completed their service since the October 29, 2015 meeting:

- Don Gonneville, Jack Jernigan, Kelley Moskalik, Kevin O'Connor, Richard Judd, William Schroyer

### **Individuals who identified themselves as present include:**

Sandy Schneeberger, Member,  
Council Co-Chair DVBE  
Keith Boylan, Deputy Secretary  
Veteran Services Division,  
Council Co-Chair, CalVet  
Justin Berkenstock, Alternate (Darren  
Hicks)  
Brian Campbell, Member  
Louis Collins, Member  
Tracey Collins, Member  
Leslie Converse, Member  
Rene Cota, Member  
Dave Dickey, Member  
Rich Fowler, Alternate (Levi Kinnard)  
Ted Fuentes, Member  
Carolyn Hall, Member  
Howard Hernandez, Member  
Marty Keller, Member  
Robert Marrow, Member  
Bob Mulz, Member  
William Osgood, Member

Jim Robinson, Member  
Mike Sabellico, Member  
David Scott, Member  
Hien Tran, Member  
Robert Vermillion, Member  
Charles Wells, Member  
Cole Woodman, Member  
Angel Carrera, Chief, Office of Small  
Business and DVBE Services,  
DGS  
Tanya Little, Business Development  
Program Manager, DGS  
Susan Sudmann, Fi\$Cal Coordinator,  
DGS  
JP Tremblay, Deputy Secretary  
Legislation, CalVet  
Roberto Herrera, Special Programs  
Manager, CalVet  
Robert Beamer, DVBE Outreach and  
Education Coordinator, CalVet

## 2. Status of Meeting Minutes: 2015.10.29

All attendees of the meeting were sent a draft copy of the meeting minutes to the email address on file

- The minutes were improved with minor corrections

The approved minutes are viewable on [CalVet's website by clicking here](#)

## 3. Agency Reports

### A. CalVet Deputy Secretary Report

- Deputy Secretary Keith Boylan reminded the members that the strategic agenda of the council is set by the members themselves and that CalVet's position is to support those efforts to the greatest extent possible. Mr. Boylan provided an update on the development of the Monterey cemetery, its potential to open in late August, and CalVet's receipt of multiple awards at the State Agency Recognition Awards (SARA). He also welcomed the diversity and experience the newly appointed members bring to the council.

### B. DGS Update

- Angel Carrera, Chief, Office of Small Business and DVBE Services, DGS informed the council that multiple broadcast bulletins will be send out to them from CalVet staff regarding the [SARAs](#), the [Consolidated Annual Report \(CAR\) Dashboard](#), [SB/DVBE Regulations](#), and [Late Penalty Report Cards](#).

### C. State of California Business Development Report

- Tanya Little, Business Development Program Manager, DGS informed the council of the Vender Showcase on the 24<sup>th</sup> of February. This event will focus on non-IT goods and services providers and procurement officials from State Departments that specialize in non-IT goods and services. This event works to provide a specialized showcase in order to provide vendors a more refined connection to the departments to which they seek to supply.
- Ms. Little informed the group of new updates to the [State Contract and Procurement Registration System \(SCPRS\) pivot tables](#), which communicate the products and services purchased by state departments from July 1 – June 30 of the identified year.
- Ms. Little also announced the winners of the 2016 Collaboration Award for Contracting Excellence

### D. Fi\$Cal Update

- Susan Sudmann announced that [Cal eProcure](#) was launched January 4<sup>th</sup>. State departments are now advertising opportunities through this portal. This effort is intended to modernize the process, be more user friendly, and to also be mobile device capable. SB/DVBE certification applications now occur within Cal eProcure, as well as the SB/DVBE search function and vendor advertisements.

- The Fi\$Cal team is taking all user reported incidents seriously in an effort to ensure a smooth transition, and Ms. Sudmann asked the council to provide her team with as much feedback as possible regarding this implementation.
- Ms. Sudmann reminded the council that ad notifications are still specific to the UNSP service codes entered by the DVBE, and for DVBEs to expect communication from DGS on how users can maximize their visibility in the future.

#### **E. Legislative Update**

- JP Tremblay, Deputy Secretary Legislation, CalVet provided an overview of the passed and pending legislation that may be of interest to the council:
  - Passed
    - [AB583](#)
    - [AB778](#)
    - [AB865](#)
    - [SB221](#)
  - Pending
    - [SB159](#)
    - [AB1029](#)
    - [AB1218](#)

### **4. Committee Reports**

#### **A. CPUC Update**

- Rena Cota shared the committee's efforts to have the CalVet Secretary facilitate a meeting with the CPUC Commissioner. Mr. Cota is updating the actions items for the proposed meeting, and they include a strategic discussion for a wider capture of DVBEs in CPUC contracts, to include a push for more sub-contracting.
- DVBE Staff will send the CPUC spend data to the council.
- Member William Osgood announced his joining of the CPUC committee.

#### **B. Insurance Committee**

- Ted Fuentes announced that the results of the 2015 Department of Insurance (DOI) [Diversity Survey are now available on the DOI website](#). The data shows that responding insurance companies on average have low participation with disabled veteran owned businesses, and the committee is seeking to improve the survey's questions to discover more information on how insurance companies contract with disabled veteran businesses.
- The committee is also looking to explore impact regarding the sunset of [AB53](#).

### **C. Legislation Committee**

- Marty Keller mentioned that 2 out of 4 DVBE Advisory Council endorsed legislative bills passed last year.
  - [AJR7](#) (Mathis) Memorializes US Congress to amend the GI Bill of Rights to permit start up capital as a benefit upon separation from the military.
  - [AB413](#) (Chavez) Allows survivors of DVBEs to maintain their certification to fully operate their inherited business for up to three years after the death or disability of the veteran owner. Mr. Keller extended the committee's support in assisting DGS with the regulations pertaining to this bill.
  - The Disabled Veteran Business Alliance (DVBA) will re submit [AB1445](#) (Brown) which was killed in Assembly Appropriations. This bill will increase the DVBE option from \$250,000 to \$500,000. The DVBA is currently seeking an author.
    - Mr. Keller expressed concern regarding the Appropriations Committee's cost evaluations of SB/DVBE related bills.
  - [AB1302](#) (Brown) Raised the DVBE participation goal from 3% to 5%. This bill was pulled to due concerns stemming from the 2013 DVBE Program Audit.
- Mr. Keller also mentioned that the DVBA and the Legislative Committee is planning on looking into the issue of Prime Contractors using DVBEs to meet contract requirements, yet not sending business to the DVBE.
- Angel Carrera mentioned that a complaints survey to various state agencies is in development. The goal of this survey will be to discover the most common types of complaints they receive from their vendors.
  - Roberto Herrera extended CalVet's support in the design, implementation and analysis of this effort.

### **D. Membership Committee**

- The committee is taking into consideration all aspects of potential members during the application review process before recommendations are submitted to Keith Boylan for review.
- This committee will also look into the development of a more robust tool for the tracking of membership/chairmanship terms.

### **E. Outreach and Education Committee**

- Robert Beamer informed the group of the committee's efforts to explore more cost effective outreach tools that will work to increase visibility of the DVBE certification into the veteran community.

- The committee is also exploring the development of a software tool for training veterans on how to do business with the government, and is working with DGS on a master calendar of events.

#### **F. Procurement Committee**

- Bob Mulz announced the committee's efforts to develop a method to recruit more grass roots involvement within efforts related to expansion of the [DGS Reciprocity Program](#).

### **5. Exploratory Discussion, 2016 Goals**

DVBE Staff lead the council through a SWOT analysis in order to determine the council goals for 2016. Based on the results of the SWOT, Rene Cota requested that Keith Boylan approve the creation of an Ad Hoc Steering Committee comprised of the committee chairs that would prioritize objectives and assign them to the existing committees until these objectives are completed.

Council Co-Chair Keith Boylan approved the Steering Committee, and Rene Cote made a motion for Marty Keller to the chair of the Steering Committee, and Mr. Keller accepted.

The Council was made aware to expect a communication from Mr. Keller regarding the first meeting of the Ad Hoc Steering Committee.

The overall areas of high interest with the 2016 goals discussion revolved around an effort to review the 2013 DVBE Program Audit, Oversight and Accountability, and Growth in the number of certified DVBEs.

The results of the SWOT are as follows:

- Strengths
  - Represent the DVBE Community
  - Diversity with the membership
  - Public and Private sector leadership experience
  - Industry Focus
  - Legislative experience
  - Awareness of issues within the DVBE community
  - Interface to DGS and CalVet
- Weakness
  - Meeting Standardization
  - Representing DVBEs to Primes
  - Encouragement of transitioning veterans to business opportunities
  - Authority and oversight
  - Coordination of outreach between represented organizations

- Connecting veterans to the VA
- Department advocate relationships
- Coordination to DGS Small Business Advisory Council.
- Lack of Short and Long Term Goals
- Opportunities
  - Targeting underperforming departments
  - Praising high performing departments
  - Active role in department advocate training
  - Growth on outreach of the DVBE program
  - State agency training/outreach events
  - DVBE training centers
  - CPUC participation goal increase to 3%
  - Promote contract un-bundling
  - Fi\$Cal data mining
  - Reciprocity program growth
  - Union Outreach
- Threats
  - No Champion in Legislature
  - Relevance
  - Un unified voice
  - Bagley Keene
  - Community engagement
  - DVBE “Pass Through” Businesses
  - Veteran image
  - Audit Perception
- Categories of Action
  - Social Media
  - Prompt Payment
  - Oversight and Accountability
  - Audit Review
  - Fi\$Cal analysis
  - Growth within the number of certified DVBEs (40%)

- Best Practice Diversity Guide
- Steering Committee

**6. Public Comments**

- No public comments were heard.

**7. Future Meetings**

**A.** The next meeting of the DVBE Advisory Council will be held:

- April 21, 2016, 10:00 a.m. – 3:00 p.m.

**8. Adjournment**

The meeting was adjourned at 3:08 p.m. by Council Co-Chair DVBE Sandy Schneeberger.

Submitted, Roberto Herrera, Special Programs Manager, CalVet