



DVBE Advisory Council Meeting Minutes

Thursday; April 21, 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 10:00 a.m.

Introduction of Vito Imbasciani Secretary at the California Department of Veterans Affairs (CalVet)

The Secretary spoke briefly about the three day leadership conference which had just concluded, and how the event provided an opportunity for people from all over the state to meet and share best practices.

The Secretary discussed Prop 41 which we now call Veterans Housing and Homeless Prevention (VHHP), and discussed the second phase of the VHHP program which includes \$132 Million dollars in new construction in support for housing 1000 homeless veterans.

He also spoke briefly about the importance of the implementation of new State accounting system, Fiscal (Fi\$Cal). He noted that Fi\$Cal will be rolled out to all major departments during the summer of July 2017 and will provide accountability for the DVBE dollars spent on DVBE subcontractors.

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

Dan Fahey, Assistant Deputy
Secretary, Veteran Services
Division, CalVet

Angel Carrera, Chief, Office of Small
Business and DVBE Services,
DGS

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 Mulz, Member

William Osgood, Member

Burt Price Alternate (Mike Sabellico)
Member

HT Tran, Member

Robert Vermillion, Member

Charles Wells, Member

Dean Lane, Member

Coreena Conley, Member

Cole Woodman, Member

Roberto Herrera, Special Programs
Manager, CalVet

Robert Beamer, DVBE Outreach and
Education Coordinator, CalVet

Gloria Anderson, SB DVBE Advocate

2. Status of Meeting Minutes: 2016.01.29

All Council members and attendees of the meeting were sent a draft copy of the meeting minutes to their email address on file.

- The minutes were approved with minor corrections

3. Agency Reports

A. CalVet Deputy Secretary Report

- Deputy Secretary Keith Boylan reiterated the significant county and national representation and overall productivity of the recently concluded three day leadership conference.
- Introduced Dan Fahey, CalVet Assistant Deputy Secretary, responsible for the veterans' service division which includes the DVBE outreach and mental health team in addition to the cemeteries and monuments.
- Discussed the second round of the VHHP and the contracting opportunities that will become available as a result of the \$132 Million dollar distribution.
- Discussed the Monterey project and ongoing discussions with High-speed rail.
- Discussed the Orange county cemetery project, and the ongoing attempt to have a recall vote in addition to the status of the feasibility study.
- Informed the Council of the availability of the California Veterans Resource book

B. DGS Report

- Angel Carrera shared a video focused on the DVBE program. The video was created as a joint effort between DGS and the Disabled Veterans Business Alliance.
- Advised the Council to share the video to promote awareness. The video has been shared with state SB DVBE advocates, California High-Speed Rail Authority, DGS SB Council and the Cal Trans SB Council.
- DGS and CalVet have completed 10 departmental visits for those departments which failed to meet their DVBE department goal during the last fiscal year. In addition to the initial meeting, follow-up meeting will be scheduled.
- Meetings will be scheduled at the highest levels for the four "high spend" agencies. 1. California High-speed Rail, 2. CPUC, 3. Department of Motor Vehicle, 4. Office of systems integration.

C. State of California Business Development Report

- The Council was informed of the February Winter Business Showcase held at DGS headquarters. The event included an agency fair, business showcasing and business matchmaking with state buyers. "Light polling" was conducted and responses were favorable.

D. Fi\$Cal Report

- Susan Sudmann. Fi\$Cal and Cal eProcure are California state owned and maintained. The systems are live but there are areas that can be improved. The project team is currently working on enhancing and fine-tuning Cal eProcure. Issues are being prioritized and addressed through interaction with OSDS.
- Advertisements are still being received from BidSync. Susan will follow up as all advertisements were removed from Bid sync at the beginning of January.
- Cert ID Number challenged as the search criteria. Suggestion made to enhance the ability to search.

E. Outreach and Education Report

- Roberto Herrera informed the Council of the objectives behind selecting the Irvine Valley Community College in Orange County as the location for the May 27th event. The event will include matchmaking in addition to several DVBE focused panels. Panels will be focused on interaction with CUPC, SB access to capital and interacting with the City and/or County.
- Roberto Herrera informed the Council that the PDF for the May 27th event has been emailed to the each member.
- Roberto Herrera informed the Council that 130 attendees have registered and requested that the Council distribute the PDF for the May 27th event to their constituents in an effort to increase participation.
- Gloria Anderson provided a VHHP (Prop 41) review. The discussion focused on the handout which was provided during the meeting. The Council was advised that the VHHP is not a State solicitation therefore DVBEs do not receive any State bid preference or incentive. The affordable housing developers have agreed to provide intensive support services therefore; the project has an established DVBE goal of 5% of the total construction cost.
- Gloria Anderson informed the Council that a plan has been provided to each of the original 17 affordable housing developers involved within the program. The plan provides guidance on advertising, DVBE engagement, and solicitation. In addition the plan outlines developer reporting requirements.
- Gloria Anderson informed the Council that the reporting requirement includes a six month forward looking construction timeline, a pre-construction report which includes DVBE targets and a post construction report which includes actual DVBE payouts.

4. Committee Reports

A. Insurance Committee Report

- Ted Fuentes. The Department of Insurance (DOI) committee has yet to make a determination regarding the sunset of AB53. In approximately one year it will need to be raised to the legislative committee.

- William Osgood is working on a mentor protégé program with the DOI advisory Council. The DOI has expressed interest in the program and in approximately six months we should have an indicator as to whether we can proceed.

B. Steering Committee Report

- Marty Keller referred the Council to the SWOT analysis of the program contained on pages 5, 6 and 7 of the January 29, 2016 meeting minutes. The resulting action was the development of a steering committee. The objective of the steering committee is to advance the items identified as a result of the SWOT over the course of the calendar year.
- Marty Keller was selected to chair the steering committee. The steering committee is comprised of the chairs of all the standing committees.
- Marty Keller stated that the committee is focused on three of the six focus areas previously identified.
 - 1. DVBE audit published by the auditor general in 2014.
 - Focused on the assertion that that 30 DVBE accounted for 83% of the total amount the State awarded to DVBE businesses.
 - The draft committee findings will be presented during the July DVBE Council meeting for review.
 - 2. Oversight and Contract Compliance.
 - A draft DVBE Advisory Council survey has been submitted to the Council for feedback. This survey is focused solely on contract compliance not outreach. Comments are to be submitted to Marty Keller and Roberto Herrera by February 3, 2016
 - Angel Carrera. DGS has developed a survey specifically targeted to buyers. The information within the buyer survey should be leveraged as the DVBE Advisory Council survey should include pre bid related questions. It was raised that many state agencies are unaware of the SB DVBE option and the 3% utilization targets. He suggested that the survey results be used as the basis for agency training.
 - Gloria Anderson advised the Council that it is not mandatory to use a SB or DVBE on every RFP or IFB. If the awarding department is making their goal then the inclusion of SB or DVBE option is at the discretion of the department and is managed on a case by case basis.
 - Gloria Anderson advised the Council that the law requires each prime to submit a report to the awarding department within 60 days of the end of their contract.

- It was suggested that a list be created identifying Prime's that failed to comply with this requirement. In November each awarding department is required to submit a consolidated report to DGS.
 - Angel Carrera agrees with Marty Keller and the internal DGS survey should be reviewed and comments returned to Angel Carrera for consideration.
 - The DVBE Advisory Council survey target distribution date is May 1, 2016
 - Analysis of the survey results will be presented to the DVBE Council during the July 21, 2016 meeting.
- 3. Increasing the number of DVBE certification.
 - Dean Lane informed the Council that the subcommittee was focused on identifying jurisdiction over growing the number of certified DVBEs. The subcommittee evaluated three options. 1. Joint ownership. Owned by two existing committees. 2. Owned by a single committee. 3. Owned by a newly formed committee.
 - The Council was advised of the three recommendations from the subcommittee. 1. Newly formed committee be formed as a single existing committee could not be identified that currently could address all required functions. 2. An audit committee is formed to respond to the audit. 3. A review of the current committee structure is conducted to determine if the opportunity exists for consolidation or elimination of committees.
 - Roberto Herrera recommended that the Education and Outreach committee assume jurisdiction of the task. He believes the objective to Increase the number of DVBE certification directly aligns with the purpose of the committee.
 - The education and outreach committee will meet on May 8, 2016 and discuss the issue of jurisdiction and provide feedback to the Council.

C. Legislation Committee Report

- Recommending support of AB2178 which codifies the ability of small business owners to raise equity capital through croute funding .
- Recommending support of AB2270 which establishes a statewide contract bonding program. The bill has been amended to move it to the California infrastructure and economic development bank in Go-Biz.
- Recommending support of AB2358 which would raise the SB DVBE option from \$250,000.00 to \$500,000.00.

- Motion to support AB2187, AB2270 and AB2158.
 - Motion to support carries
 - SB1176 which increases the number that DGS uses to determine if you qualify as a SB. Currently \$10,000,000.00 with an adjustment for CPI. This bill will raise the threshold to \$30,000,000.00.
 - SB1268 which would change the way Cal Fire purchases water trucks and other emergency support services for fighting fires.
 - Motion to oppose SB1268
 - Motion to oppose carries
 - AB2690 which would allow LA Metro to remove the good faith effort component of their DVBE program
 - No committee Vote as per Bagley-Keene guidelines.

D. Membership Committee Report

- Two resignations Levi Kinnard and Jim Robinson
- This committee will work towards filling the six open positions.

E. Outreach and Education Committee Report

- Rene Cota informed the Council that the charter media exercise has been terminated due to the lack of funding.
- Looking at developing recommendations on possible outreach and education programs
- Less expensive media plans
- Global training networks
- Mentoring resources

F. Procurement Committee Report

- Physical report provided to Council during the meeting

5. Housekeeping Discussion

- Council Co-Chair recommended that Council members who are not currently on a committee join at least one.
 - Louis Collins Outreach and Education / Procurement
 - Cole Woodman Procurement / Outreach and Education
- Will the calendar stand for the rest of the year
 - Roberto Herrera will submit the current meeting schedule to the chairs of each committee for review, modification and approval.

6. Public Comments

- Cammy Tickner of CCITE Inc. Raised concerns regarding the benefits of being SB vs. DVBE.

7. Adjournment

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

Submitted, Ivor Newman, DVBE Outreach and Education Coordinator, CalVet