

## OC VBA Meeting at the Tierney Center (1-15-19)

- Bill Cunningham
  - Keeping the Promise event May 8-10, 2019
    - Register @ Pechanga Resort Casino
  - May 9<sup>th</sup> is the golf tournament
- Whiteboard Topics: \* = focused upon
  1. Networking with HR (security background checks)\*
  2. Marketing to veteran businesses\*
  3. Looking to purchase a veteran business\*
  4. Business strategy for growth\* (looking for a commercial kitchen)
    - a. Sam Galasso → explore the opportunities at Orange Coast College (OCC), Cal Poly Pomona (CPP), and GWC
  5. Connect veterans to business opportunities
  6. Looking for movers and shakers!\*
  7. Client networking\* (SBDC, SCORE)
  8. Business to business/ resource businesses together\*
  9. Startup mentorship (see Emilio and Scoba Rhodes who have more information; utilizing podcasts)
  10. Help with Good Faith Clause on bids
  11. Vets for work\*
  12. Catalyst of ideas (soaking in everything from fellow members/meetings)
  13. Educate and communicate with clients (networking, referrals, HR representatives, school representatives) with a veteran focus
    - a. KTP = keeping the promise
- Event sponsors for meetings (back of mind idea)
  - SVC community → financial literacy day
- Speaker: John from Metropolitan Water District (Good Faith Clause on bids)
  - Good Faith Clause = money is set aside that must go to veteran/disabled veteran businesses
    - Bill's take: we need to really step up and take the designated money (because if there aren't veteran businesses that are performing or the companies can't find veteran businesses/disabled veteran businesses (DVB), we LOSE the money.
  - There are over 900 water districts in California, and Metropolitan Water is the biggest in the US
    - Wholesaler, \$2 billion entity, spends \$300-600 million a year, takes subcontracting requirements very seriously
  - Talking about relationships and getting to know who they are through outreach events
    - "We're a business. We need a lot." – John

- Jump Start Your Business Day on January 31, 2019 from 6-8:30 pm, \$10, at the Digital Media Center in Santa Ana
  - Power Your Business Google event on February 20, 2019 from 6:30-8 pm, \$10, at Rancho Santiago Community College
- Get registered with Metropolitan Water District of SoCal (MWDSC)
  - [www.mwdh20.com/businessoutreach](http://www.mwdh20.com/businessoutreach) (register)
  - [www.mwdh20.com/doingbusiness](http://www.mwdh20.com/doingbusiness) (contract opportunities)
  - (213) 217-7444 (business outreach hotline)
- Sara Awards
  - Find out who the top 15 businesses winning awards and call them!
- More about Metropolitan Water District
  - List of buyers, events, etc.
  - “We like to spread the wealth.”
  - 2,000 employees
  - \$75,000 bid threshold, state of CA has a minimum of \$250,000 (they will automatically put it up to bid if under the threshold)
  - Prevailing wages
- Speaker: Kevin from Team Rubicon
  - Team Rubicon founded in 2010 in response to Haiti Earthquake by 2 marines
    - Treated 10,000 Haitian victims in 3 weeks
    - Organized similarly to FEMA
  - Stats:
    - 2017: 61 operations, 2018: 88 operations, 2019: nearly 120 operations
  - 3.5 minute long earthquake coming to North Orange County and LA
    - Are you prepared? How can you help?
  - Cover every type of disaster with every service
  - Register to help: [teamrubiconusa.org/roll-call](http://teamrubiconusa.org/roll-call)
    - To deploy, complete online training and background check
      - 3 hours of online courses and automated background check
        - Text and email mission alerts
  - Vote to align with Team Rubicon: most were in favor
    - Can help with structuring: Jeff P. and Eric W. (see business cards), Joseph Vasil
- VBA chapter discussion
  - Meetings are the 3<sup>rd</sup> Tuesday of every month from 3-5 pm
  - VBN events are the 3<sup>rd</sup> Thursday of every month from 5:30-8:30 pm
    - Vote called at 5 pm to see if meeting attendees favored moving monthly VBA meetings from the 3<sup>rd</sup> Tuesday to the 3<sup>rd</sup> Thursday

- Majority was in favor
  - Membership guidelines
    - New member = \$0, 1<sup>st</sup> year = \$9.99, afterwards = \$100 per year
  - Inland Empire chapter meets the 1<sup>st</sup> Wednesday of every month
  - LA chapter meets the last Tuesday of every month at the Bob Hope building
  - Antelope Valley, San Diego, and new NorCal chapters being formed
  - **\*\*FOLLOW UP, FOLLOW UP, FOLLOW UP with each person's responsibilities\*\***
- Meeting ended at 5:06 pm