

USVBA|OC Meeting at the Goodwill Tierney Center in Tustin, CA (10-16-18)

- Bill Cunningham called the meeting to order at 3:08 pm
- Congressman Lou Correa is looking for local disabled-owned veteran businesses
 - Anyone who wants an introduction, talk to Bill Cunningham
- Introductions of each member given, round table style
 - What is your biggest issue/what brought you here today? How can we address your issues today and give you direction?
- Craig Howard CFRN Associates: wants to help others solve issues, helps other small businesses get certifications, work w/the gov, be of service to other businesses
- Tammy: retail store, needs a micro-loan, getting deposits/monetary side of things going, found a place in Anaheim that will rent the space for \$600/month
 - Needs final development docs → micro loan
- Kevin Linquist Pentagon Building Group: seismic retrofitting and consulting, working in staffing as well, looking to scale up on that side and gain contacts through gov avenues/private sector to be able to serve heavily through that route
 - Build a business that provides staffing and find clients to staff for
 - Staffing clients from marketing
- Dan: needs executive level staff, bridge loans to get from here to contracts once they've been signed
 - Executive staff & bridge loans
- Business management Consulting for small and medium businesses: Needs clients, just launched business in California within the past 45 days, has 2 clients, hoping for 8 more, moved from Minnesota
 - Needs clients for consulting
- Swimwear design: Finding really great people who can take your business to the next level
- Rebooting a non-profit of life skill workshops, getting restarted in this area
 - Needs clients, location that's free, products (books for group learning)
- US Bank: wants to do business loans for vets, came to observe, wants to help fellow veterans, only helped 1 veteran in the past 10 years of doing lending
- Barbara facilitating business in Africa: needs certification of her company and help finding affordable, reliable software developing people
- Dave commercial insurance: services veteran business owners, developing businesses within his agency & act as a resource
 - Build veteran business book
- Dan commercial telecommunications: make a transition into his own business
 - Beginning business/day -1
- Nick Saifan: would love to get more information on any of the topics
- Mona Moucharafie: being more of a service to veterans
 - Needs building a veteran business book
- Certification:
 - TCCIC: turning construction contacts into contracts event on 12/13/18 @ 9 am in Long Beach Convention Center, register for tickets
 - DGS (department of general services)
 - When deciding on which certifications to go after, go on the websites to see which companies that you're going after are advertised and use that to your advantage

- Pay attention to the demographics/markets and which one the company is trying to fulfill at the moment
 - Very significant process, template-like, have all your documents present
- Building a Veteran Business Book:
 - Networking in person, VBN, Coalition of Veteran Owned Businesses, The Collaborative of Orange County, Veteran in Business Network, MBE Network on the DGS, check out fedbidspeed.com, DGS Disabled Veteran Networking
- Business development:
 - Business plan, mission statement, vision statement, financial plan, projections, resume, marketing plan, demographic, licensing,
 - Score (service core of retired executives, will do appts on Sat), SBA, SBDC small business development center (have an event in Laguna Hills on 10/18 at 5:30-7:30 pm), PTAC (procurement technical assistance), PIMCO (professional development workshop, free for veterans to get certifications), VLI Veteran Legal Institute (based on income)
- Executive Staff:
 - Create unique insurance liabilities
 - Referrals through local chambers of commerce
 - Look for track record of people within your industry, you need someone with accomplishments to take your business to the next level
- Staffing clients/marketing:
 - LA chapter of the VBA (meets the 4th Tuesday of every month), have lots of prime contractors attend the meetings
 - December 5, 2019 is the holiday party for the LA VBA, meet at Bob Hope Center
 - Orange County Book of Lists, OC business journal, LA business journal, libraries
 - Create digital platforms to stay top of mind
 - Tierney Center
- Micro-loan:
 - Get connected with the SBDC and their veteran-friendly loans, have other services to help you prepare and package your business for the loan
- Grants:
 - 1-OC
- Website development:
 - Fiverr, upwork, GoDaddy Thryv, SBDC

Chapter Development led by Karie Armstrong

- Meetings will resume in January 2019
- What do you want to see?
 - Legal/everything legal
 - Investment Strategies
 - Subject matter experts: CRM, pitching the business to different audiences (potential clients, investors, business partners), elevator speech, deal w/investors who want to invest in your company/ funding panel, commercial real estate agent discussing terms/lease vs. buy, etc, different office options, leasing pros/cons, incubators, sales training, chapter development

(directory, sponsorships, resources), closed Facebook page, prime contractors, joint ventures (PTAC), mentor/protige, success stories,

- There is a significant difference between needs & wants
- An organization needs: to be robust, membership, leadership, involvement, structure, values, mission or a road map, accountability, resources, financial management,
- Lack of purposeful communication
- Who from the group is willing to step up and help teach classes/build FB group, manage communication between members?
- Nextdoor app
- Communications person!!!
- Program committee
- Use technology for the benefit of yourself (Zoom, FB, MailChimp,
- People volunteer to be on different committees
 - Programs: Mike Wolfgang, Christian, Dan
 - CRM/FB: Paul, Tammy, Mona / Karrie
 - Primes/Government/Procurement: Kevin, Craig
 - Communications/Doers/Resources: Dave, Nick Saifan (resources)
 - Millennials: Barbara, Mike Cap, Mona, Patricia & Jamesa
- Get the FB and 1 meeting before the end of the year
- Everyone has resources. Play hard on your genius. What's your one genius that you can bring forward even just for an hour.

PROGRAMS: Dan Connor, DIRECTOR Christian Vasquez Mike Wolfgang	Primes/Govt/Procurement: Craig Howard, DIRECTOR Kevin Lindquist
CRM/FB: Karie Armstrong, DIRECTOR Paul Intal Tammy Wilderman Mona Moucharraffie	COMMUNICATIONS: Dave Ortolf, DIRECTOR Nick Saifan
MILLENNIELS: Mona Moucharraffie, DIRECTOR Patricia/Jamesa Henry Barbara Mike Cap	

	Committee	Phone #	Email	Company
Bill Cunningham	ALL OF THEM	(714) 838-2923	billc@govusbva.org	BERT (Building Emergency Response Teams)
Christian G. Vasquez	Programs	(949) 302-8518	christian.vasquez@usbank.com	US Bank
Craig D. Howard	Primes, Government, Procurement	(805) 351-3724	craig@cfrandassociates.com	CFR & Associates
Daniel Connor	Programs	(619) 804-5645	daniel@ramsheadsolutions.com	Rams Head Solutions
Dave Ortoff	Communications, Doers, Resources	(714) 369-8384	dave@adamsaveins.com	Adams Avenue Insurance Agency
Patricia/James a Henry	Millennials	(916) 519-6495	hen339@hotmail.com	Life skills nonprofit?
Nick Saifan	Communications, Doers, Resources	(714) 366-0132	info@iegscorp.com	IEGS Corp Globalism Expansion
Karie Armstron	CRM, FB	(949) 751-7668	karie.armstrong@ociesbdc.com	America's SBDC California
Mike Wolfgang	Programs	(612) 812-2818	mike@m1consultinggroup.com	M1 Consulting Group
Mona Moucharraffie	CRM, FB, Millennials	(714) 331-8764	mmoucharraffie@hotmail.com	Revolution Financial Management
Paul Intal	CRM, FB	(949) 294-6444	paulintal@comfortkeepers.com	Comfort Keepers
Kevin Lindquist	Primes, Government, Procurement	(949) 310-7238	pentagonbuildinggroup@gmail.com	Pentagon Building Group
Tammy Wilderman	CRM, FB	(714) 943-8099		Enki Crafts
Barbara	Millennials	(714) 884-0505		US to Africa business?
Mike Cap	Millennials	(760) 909-7400		Mortgage?