

VBA Meeting 3-21-19

Meeting called to order by Bill Cunningham at 3:05 pm

Bill Cunningham

- Went over the structure of our VBA meetings (round table, speakers, etc.)
- Round Table (what do you need help with?)
 - * = topic of interest
 - New venture/insurance**
 - Have a specialty
 - Have your business licenses/name/permits/type of company/veteran status, BP (SBDC helps for free)
 - Everything organized & in one place!
 - Kerrie Armstrong with PTAC
 - SBA, SCORE are resources
 - Efficiency
 - Veteran Transition Services (VTS) lean operations course
 - Finding vets in Tustin (people raised hands)
 - Finding/hiring painters/apprentices
 - Tierney Center
 - Association of Builders & Contractors
 - Warrior Build
 - VRT LB
 - Business development (inquiries/consulting)*****
 - Promote veteran-owned businesses (VOB)
 - Come to events, participate, get out of your comfort zone
 - Nonprofit fundraising strategies
 - Start a formal organization, build relationships, crowdsourcing → sell promotional items
 - Trainer
 - Financial needs/clients**
 - Fire retardant/finding partners
 - Register w/Department of General Services (DGS) → PTAC rep → reach out
 - Subcontractors****
 - Make connections @ meetings/events like these
 - Promoting items*
 - Be @ events, have some promotional items
 - Credit card processing
 - Listen to different business owners/businesses, reach out
 - Legal education
 - Set up meetings w/VBA

- Focused marketing on a budgeting/marketing*
- Career coaching/unemployed/underemployed
 - Vocational services w/GI bill, Federal VTE UTS Learning, John Merwald

John Arena from Metropolitan Water District (MWD)

- MWD is the world's largest wholesaler of water, located in LA, water is imported
 - Jack Foley (army veteran from West Point) wanted to do more for vets
 - 5% of \$9 billion set aside by the Department of General Services (DGS) for disabled veteran businesses (DVBs)
 - 30% of business is done with small businesses and the DVB community
 - Lydia Mcgee (Bill Cunningham has her contact information)
 - Go to the website and do your homework, look @ eProcurement portal, certifications, etc.
 - SERA award winners → reach out to them!
 - \$4 billion will be spent over the next 10 years on repairs & refurbishment within the state of California
 - On-call services → look at general capabilities
 - Thresh holds raised from \$25,000 to \$75,000
 - 18% bid outside, 82% bid within 1 on 1 conversations & relationships
 - We need your expertise! You're specialized in your field!
- SBDC open house → back office → acronym book
- 92 agencies → reciprocity partners (look online!)

Upcoming Events:

- VBN event @ Romano's Macaroni Grill in Huntington Beach & Edinger from 6-9 pm
- Celebration of Service: Saturday, March 23 from 12-4 pm
 - Harley Davidson of LA (in Fullerton off of Orangethorpe before Magnolia)
- Next VBA meeting: April 18, 2019 (3rd Thursday of the month)
- Keeping the Promise (KTP): May 9 & 10 @ Pechanga
 - Mike Ray from the National Board of the VBA is in charge of KTP 2019
 - 50-80 participants/booths, banks, sponsors, DGs, politicians both Democrats & Republicans (Kamala Harris will be there)
 - Veteran-focused nonprofits → talk to Mike
 - 6 breakout sessions
 - Passing the torch → vets transfer business to other vets
 - Friday night gala dinner
 - Swearing in new recruits, announce medal of honor winner
 - Event is on tribal land → senior leader will attend
 - Golf tournament w/honorary ex-pro athlete from the Oakland Raiders
 - Wine tasting dinner on Saturday

- Matchmaking
- gousvba.org/keeping-the-promise_2019/
 - Package and tickets online

DGS

- Starting a nonprofit
- Business boot camp
 - Saturday morning in June, 7-11 am, lots of resources w/breakout sessions
 - \$500 to rent the Tierney Center, need total sponsorship of \$1,000
- Sponsors for events
 - Cookies, snacks (\$5 donations/a couple bucks from a few members if willing)

Meeting ended @ 5:02 pm