

## VBA OC Chapter Meeting Notes 9-18-19

Led by Bill Cunningham

\* Meeting called to order 2:05pm

\* Pledge of Allegiance

Last month Review: Elevator Speech- Who you are, what you do, why we care, how are you different, why that matters, and a call to action. Goal: Get them interested! Exchange cards and Follow Up.

Signature Round Table:

Around the room: name, service, #1 biggest business problem that kept you up last night!

Issues at hand: leveling revenue, scaling business, paperwork, government contracts, infrastructure, infrastructure, narrow focus, finding veterans to work, competing with young people, grants, sponsors, stress, time management, scaling

In Lieu of next month's meeting, hosting Business Boot Camp on Sat, 19 Oct from 8am-1pm

19 Oct: Business Bootcamp: What is it? What does it say to you?

- Event with multiple guest speakers targeting information for networking, opportunities and extending knowledge, connections and funnel for those wish to hire
- Tips and resources for networking, building and taking your business to the next level!
- Nuts & bolts, fundamentals of creating a business: business plan, legal, big picture aspects
- Get 'r done! Get focused, move forward in getting your business to the next level!
- Veteran specific models of success; finding resources to actually launch
- Learning basics first: run by leaders, with mentoring, able to call upon resources when need help

-Flyer in works; in process of advertising on Linked In, please share with your networks!

-Payment on-line; open to all veterans or people supporting veterans. Register and Bring Two Friends!

Breakout sessions: Small Business Development, Grants, New Business, Presentation, Capability Statements, much more

Keynote speaker Topic: Get Out of Your Own Way

Bring: all business materials, flash drives, and be ready for hands-on work sessions! Be coachable and be ready to learn. Take information to make it "yours."

Boot Camp will prepare us for the TTCIC! "Turning Construction Contacts into Contracts"

- Wed, 20 Nov 19: Every year, CSVBA puts on a local event to help veteran businesses--100+ exhibitors, key partners, diverse offerings, all looking to collaborate with veteran businesses. Gives us more power in the community to affect legislation, building commonality and reciprocity-every sector has a utilization goal-whether IT, construction, transportation-3-15% bid preference available. Register for \$39 (includes lunch) Long Beach Convention Center-go to: [GOUSVBA.org](http://GOUSVBA.org), click on Registration. Panels with best practices, parameters to partner and wide variety of workshops.

-New Legislation: free business license; 65+ property tax exemption

-Veterans Collaborative-130+ organizations supporting veterans

Challenge: so many organizations, difficult to connect and discern which way to go

-Be sure to join the VBA! Dues are free!

Reasons to join:

- chapter has a page with all minutes of previous meetings
- all resources are captured in the minutes

-Inspiration: Watch Shark Tank!

-Announcement: 48<sup>th</sup> District of California Field Representative for Harley Rouda: Alexander C. Gonzalez

Service Academy Night-high school 10 Oct, 5-6pm at Heroes Hall/Fairgrounds

-Be sure to attend the Veterans Business Network – align dates for meetings – this month in Newport Beach

-New Veterans Chamber of Commerce groups-San Diego and Los Angeles

Meeting adjourned: 3:53pm