

DIGITAL MAGAZINE

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Micro contracts

ELITE 5
THE MAGAZINE FOR BIBLIOPHILES
FEBRUARY 2016

Digital Magazine

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TENAYA
ROOM

CALIFORNIA
CHOICE ENERGY
AUTHORITY CCA

501(c)19 non-profit disabled veterans

SERVICE DISABLED VETERANS OUTREACH EVENT

October 17, 2022

5TH ANNUAL CONFERENCE

Elite Northern
California
Chapter

Micro Company
=
Micro Contracts



Roundhouse Market & Conference Center

2600 Camino Ramon San Ramon, CA

Nor-Cal Elite Chapter Edition

ELITE SERVICE DISABLED VETERAN OWNED
BUSINESS NETWORK

NORTHERN CALIFORNIA CHAPTER

COLLABORATIVE PARTNERSHIPS



**ELITE
FIVE**

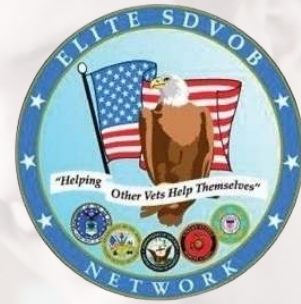
Micro-Mentor Protege DVBE
Program

**Nor-Cal ELITE Disable Veterans
PRESIDENT/ PUBLISHER Lavelle Jones
Board for Elite National Disable Veterans
Network
Dan Pain Vice President
Yolanda Lewis Program Director
Wilson Davis Membership Director.
Latoya Clark/Exertive Director**



**ELITE
FIVE**

Micro-Mentor Protege DVBE
Program



5 STEP ENGAGEMENT PROCESS

1. AGREEMENT

MENTEE / MENTOR AGREE TO PARTNERSHIP.

2. MATCHMAKING

ELITE CONSULTING TEAM WORKS WITH
CORPORATE MENTORS TO IDENTIFY
OPPORTUNITIES OVER A TWO YEAR PERIOD.

3. IDENTIFY

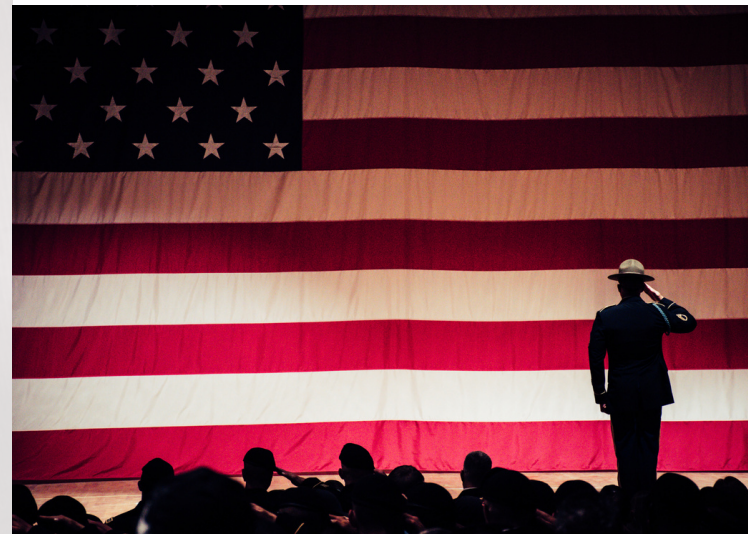
SMALL BUSINESS MATCHMAKING TO
IDENTIFY AT LEAST 5 OPPORTUNITIES FOR
EACH SMALL BUSINESS PARTICIPANT.

4. ENGAGE

- POTENTIAL CONTRACTS
- MATCH FIRMS
- CONTRACTING VEHICLES

5. EVALUATE

- CONTINUOUS IMPROVEMENT TO
IDENTIFY
- STRENGTHS
- WEAKNESS
- CONTINUOUS IMPROVEMENT



ELITE CONSULTING TEAM WORKS INDIVIDUALLY WITH EACH SMALL
DISABLED VETERAN BUSINESS FIRM TO DEVELOP A CONTINUOUS
IMPROVEMENT WORK PLAN THAT ADDRESSES:

ELITE 5 BUSINESS PLAN

- 30 DAY STRATEGY - ENGAGE ACTIONS TO REACH MILESTONE AND
DELIVERABLES METRICS.
- 60 DAY STRATEGY TO ANALYZE SUCCESS
- 90 DAY STRATEGY TO MAKE NECESSARY CHANGES
- SIX MONTH STRATEGY - EVALUATE AREAS FOR IMPROVEMENT
- ONE YEAR STRATEGY - OPPORTUNITIES TO EXPAND
- TWO YEAR GRADUATION - ENSURE METHODS UTILIZED ARE
SCALABLE AND EXPANDABLE TO CONTINUE AFTER GRADUATION

October 2022

Doing Business with CCA's



What are CCA's?

24 CCA's serving more than 11 Million customers!



How it works



EBCE and MCE's Mission Statements

EBCE's mission is to...



provide more renewable energy at competitive rates to our customers. We reinvest the earnings back into the community to create local green energy jobs, local programs, and clean power projects.

Solicitations

EBCE Solicitations

Current Request for Proposals (RFP): Go to ebce.org/solicitations to view our current RFP's.
Upcoming Solicitation: To receive notifications about upcoming solicitations, subscribe to our email list by going to ebce.org/contact-us.





NORTHERN CALIFORNIA SERVICE DISABLED VETERAN OWNED BUSINESS NETWORK

5TH ANNUAL CONFERENCE SPECIAL GUESTS PERFORMANCE

Debbie Powell



**NAVAL ACADEMY
GRADUATE, SPEAKER**

**Vice President, Enterprise Change
Office Pacific Gas and Electric
Bachelor of Science Degree
Gaduate of Leadership CA**

Nio Renee



**NAVAL RESERVE (AROC)
HONOR GRADUATE, PERFORMER**

**Professional Singer, Writer,
Actress since the age of 12, in
Germany for the American
Forces Network Europe.**

Antoine Hood II



**AIR FORCE ACADEMY
GRADUATE, KEY NOTE
SPEAKER**

**Published Author
NBA Point Guard, San Antonio
Spurs & Denver Nuggets**

**Free Registration:
ncdeliteveterans.org**

October 17, 2022

8:30 AM Registration

9:00 AM to 4:00 PM

2600 Camino Ramon, San Ramon, CA

SPONSORS



ROUNDHOUSE

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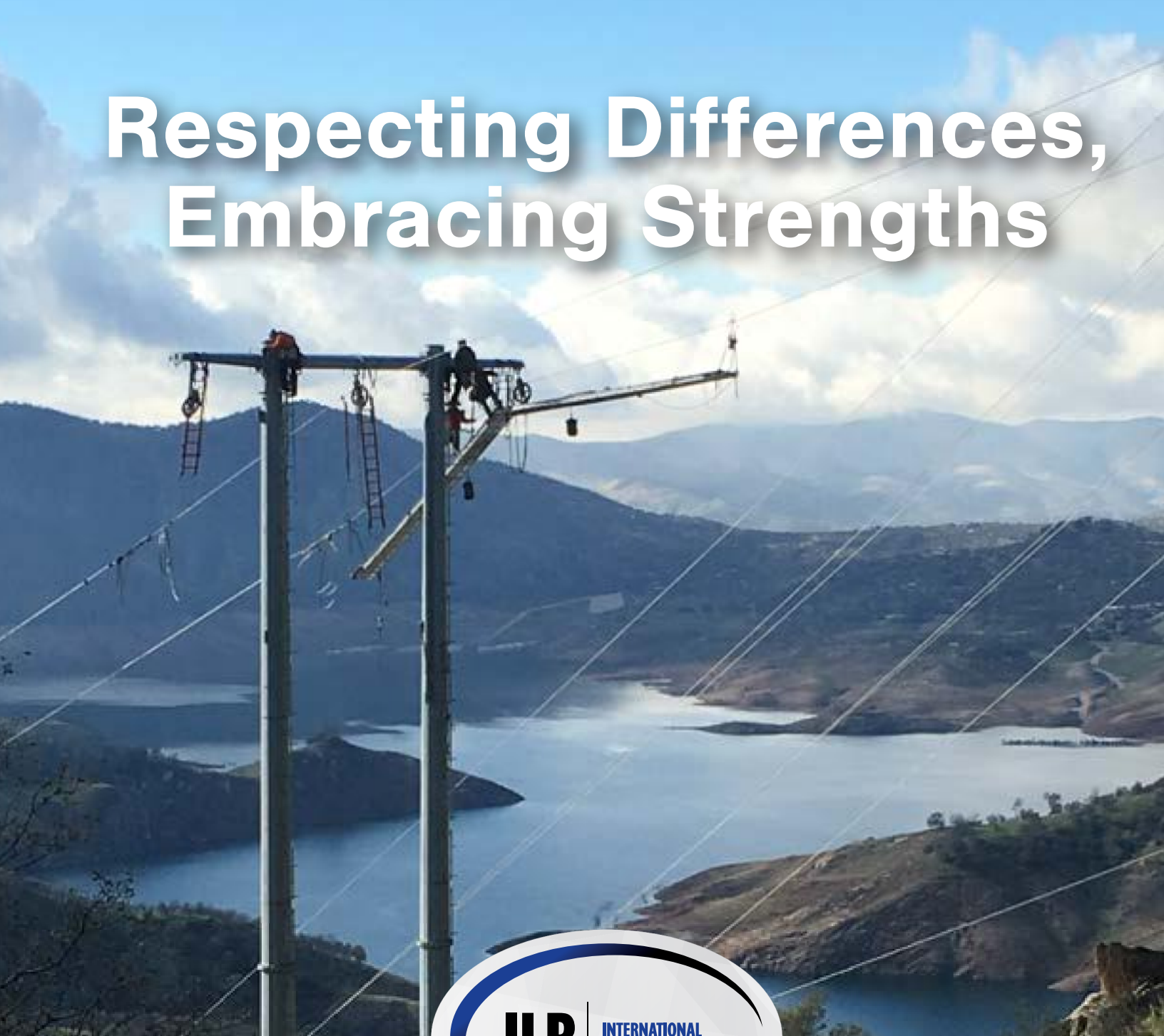
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T-Mobile®

[www.T-Mobile.com/Supplier Diversity](http://www.T-Mobile.com/SupplierDiversity)

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International Line Builders is proud to partner
with Northern California Chapter Elite SDVOB
in building infrastructure across California.

Transmission and distribution | Substations and switchyards
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October 2022

Doing Business with CCA's



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How it works



EBCE and MCE's Mission Statements

MCE's mission is to...

confront the climate crisis by eliminating fossil fuel greenhouse gas emissions, producing renewable energy, and creating equitable community benefits.



Solicitations

MCE Solicitations

Current Request for Proposals (RFP): [View MCE Commercial Equity Program \(pdf\)](#) Aug 29, '22
Upcoming Solicitation: Stay up-to-date on MCE news, sign up for our [eNewsletter](#) (mcecleanenergy.org/newsletter-form/).



SUPPLIER DIVERSITY WE'RE WITH YOU

DIVERSITY, EQUITY & INCLUSION DRIVE OUR CORE VALUES

T-Mobile's procurement teams have contractual relationships worth millions of dollars with vendors and contractors. With this buying power comes many responsibilities – not only to deliver on the contractual promises between T-Mobile and our vendor partners, but also to provide leadership on issues of importance to our customers, our employees, our business success, and us. We often ask, "Are You With Us?" Now, we're here to say definitively that We're With You.

HOW DO WE STRENGTHEN SUPPLIER DIVERSITY?

- **We break down barriers and build opportunities that make a real difference.** Our groundbreaking initiatives and partnerships provide job training and career placement for men of color and women, which strengthens diversity in the wireless industry.¹
- **T-Mobile supports CEO Action for Diversity & Inclusion**, the largest CEO-driven business commitment across the United States that is advancing diversity and inclusion in the workplace.²
- **Our T-Mobile Supplier Diversity team, part of Chief Procurement Officer Mike Simpson's Procurement & Supply team, is stepping up our work** to develop and increase the participation of diverse business enterprises.³

WHAT SETS T-MOBILE APART

It's simple: We won't stop! We are intent on growing and sustaining a robust supply chain that reflects our diversity and values, strengthens our customer relationships and economically develops the communities we serve. We accomplish this by providing access as well as fair and equitable opportunity for direct and indirect suppliers from the following types of businesses:

- Minority-owned
- Woman-owned
- Lesbian, Gay, Bisexual & Transgender-owned
- Veteran or service-disabled veteran-owned
- Disability-owned
- Small Business Administration-defined small and disadvantaged

IT TAKES ALL OF US, TOGETHER

Engaging with and strengthening our outreach to business organizations that support diversity is critical. It's why we actively partner with:

- National Gay & Lesbian Chamber of Commerce
- National Minority Supplier Development Council
- National Veteran Business Development Council
- National Veteran-Owned Business Association
- Northwest Mountain Minority Supplier Development Council
- United States Hispanic Chamber of Commerce
- United States Pan Asian American Chamber of Commerce
- Women's Business Enterprise National Council



**“Open up to diversity.
Commit to inclusion.
Embrace the future.
Your people, your
culture, your business
and your bottom line will
reap the rewards.”**

—T-Mobile CEO Mike Sievert

¹ Learn about our diversity, equity & inclusion initiatives at nexttechdiversity.com.

² Additional information about CEO Action for Diversity and Inclusion can be found at CEOaction.com

³ Diverse suppliers are defined as business enterprises that are at least 51-percent owned, managed, and controlled by one or more of the following:

- Women
- Minorities: African-American, Hispanic-American, Native-American, or Asian-American
- Service-Disabled Veterans
- Lesbian, Gay, Bisexual or Transgender Individuals

CALIFORNIA SENATE BILLS

Why Nor-Cal Elite?

What Non-Profit Can Lobby with Congress?

Only 501©19!

Only The Disable Veteran.

Only the Elite Service Disabled Veteran
Owned Business (SDVOB) Network's

CALIFORNIA SENATE BILLS

SB 837 — Driver's Licenses: Veteran Designation

Veterans would no longer be required to pay a fee when requesting the word "veteran" be printed on their driver's license or state-issued ID.

Status: SB 837 has been passed in the Senate and referred to the Assembly Transportation Committee.

SB 1073 — Property Tax: Exemptions: Disabled Veterans

Disabled, partially disabled veterans, or their spouses would receive a partial tax exemption on their principal place of residence.

Update — April 8: [California Senate Committee Advances Two Bills Expanding Property Tax Exemptions for Disabled Veterans](#)

Status: SB 984 has been passed in the Senate and referred to the Assembly Judiciary Committee.

SB 1357 — Property Taxation: Exemption: Disabled Veteran Homeowners

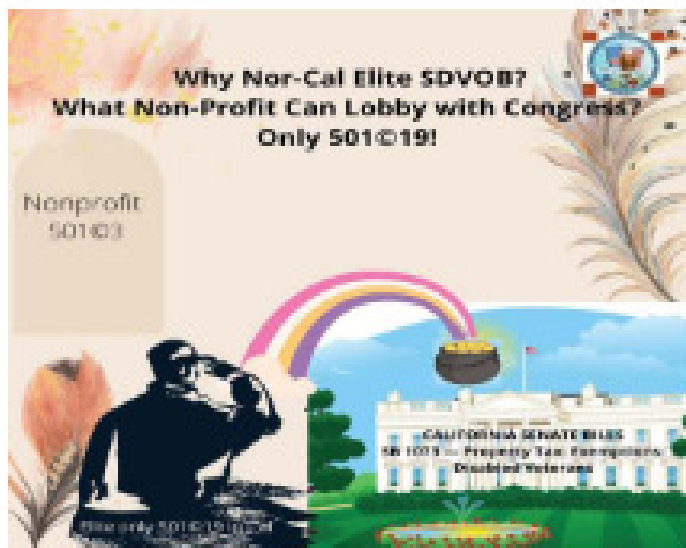
If passed, the bill would mandate the Assembly and Senate's intent to write legislation exempting disabled veteran homeowners from property taxes.

Status: SB 1357 has been passed in the Senate and referred to several Assembly committees.

SB 1478 — Disabled Veteran Business Enterprises

Disabled veteran business enterprises, or DVBEs, would be afforded an alternative bidding method for contracts issued under the Small Business Procurement and Contract Act.

Status: SB 1478 has been passed in the Senate and referred to several Assembly committees.



About 501©19 Veterans Organizations:

occupy a special place in the world of exempt organizations. Not only are veterans' organizations exempt from tax, contributions to them may be deductible, and they are permitted to set aside amounts that are used to pay insurance benefits to members. This combination of tax-exempt status, deductibility of contributions and the ability to pay benefits to members is relatively rare within a category of exempt organizations and is indicative of Congressional intent to provide the widest possible range of beneficial tax treatment for veterans' organizations. When coupled with the ability to engage in both lobbying activities and even political activities, it is fair to say that in many ways veterans' organizations are unequalled in the tax-exempt sector

Supply Chain Responsibility

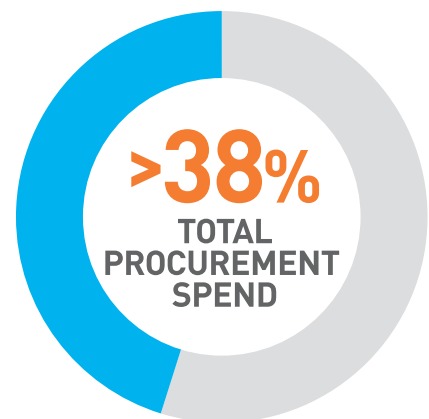
SUPPORTING PEOPLE, PLANET, AND CALIFORNIA'S PROSPERITY

Pacific Gas and Electric Company is committed to building a responsible supply chain—a supply chain that is inclusive, ethical, sustainable and promotes economic vitality in the communities we serve. With this strong foundation, we can deliver safe, reliable, clean and affordable energy to our 16 million customers every day.

pge.com/supplychainresponsibility



*Pacific Gas and
Electric Company*



DIVERSE SPEND
IN 2021:
>\$4 billion

EVERGREEN BUSINESS SPOTLIGHT

Leading the way

One small coastal community with big sustainability goals. See how California's Mendocino coast is setting an example in achieving carbon neutrality by powering their businesses with EverGreen.

JOIN THEM



Christina D of Oakland won an EBCE x Oakland Roots co-funded e-bike! E-bikes will be part of EBCE's \$12.75 million transportation electrification program suite for 2022-23.

How Community Choice Aggregation Works

With MCE, you're investing in cleaner energy at a cost that is competitive with – and often even cheaper than – PG&E's costs. PG&E will continue to deliver your electricity through their power lines and provide your gas service.



SOURCE
Buys and builds cleaner energy

MCE

DELIVERY
Delivers energy, maintains lines, and sends bills

PG&E

CUSTOMER
Benefits from renewables, choice, and local control

YOU

California Public Utilities Commission

Supplier Diversity Program



The [California Public Utilities Commission](#) (“CPUC”) is a state agency dedicated to ensuring safe, reliable utility service at reasonable rates, to protecting against fraud, and to promoting the health of California’s economy. For over 30 years, the CPUC has successfully implemented a supplier diversity program to ensure a fair proportion of regulated utility companies’ purchases and contracts are awarded to women, minority, disabled veteran, and LGBT (lesbian, gay, bisexual, and transgender) business enterprises (“diverse supplier”). Year over year, diverse supplier inclusion in utilities’ procurement increased, reaching 31.2 percent of total procurement in 2021. In April 2022, the CPUC expanded its Supplier Diversity Program by amending and updating the CPUC’s [General Order 156](#) (GO 156) that prescribes the Program framework and guidelines.

The current GO 156 advocates for the increased utilization of women, minority, disabled veteran, LGBT, and persons with disabilities business enterprises and encourages utility companies, electric service providers, community choice aggregators, cable television corporations, direct broadcast satellite providers, exempt wholesale generators, distributed energy resource contractors, and energy storage system companies to increase the utilization of such businesses. Utilities, electric service providers, and community choice aggregators with California revenues over \$15 million are required to annually report on their supplier diversity performance and results.



For the CPUC’s Supplier Diversity Program, diverse suppliers should establish their diverse status through the [Supplier Clearinghouse](#). The Clearinghouse certifies minority, women, LGBT, and persons with disabilities business enterprises while disabled veteran business enterprises are certified by the California Department of General Services (DGS). Additionally, The Clearinghouse maintains a database of certified businesses (includes disabled veteran businesses) that the CPUC, CPUC’s Supplier Diversity Program participating entities, prime contractors, and other entities with supplier diversity program use to identify diverse suppliers.

For more information, visit CPUC’s webpage at <https://www.cpuc.ca.gov/supplierdiversity/> or contact CPUC Supplier Diversity Program by calling 415-703-5361 or emailing to supplierdiversity@cpuc.ca.gov.

DOING BUSINESS WITH VISN 21 OF DEPT OF VA FY 18 QUICK FACTS

Veterans Integrated Service Network 21 (VISN 21)

VISN 21 Small Business Specialist – jeanne.chun@va.gov (650) 849-0388

- **About VISN 21**
 - The VA Sierra Pacific Network is one of 21 Veterans Integrated Service Networks in the Veterans Health Administration (VHA). It serves 1.2 million Veterans residing in northern and central California, northern Nevada and Vegas, Hawaii, the Philippines, and several Pacific Islands including Guam and American Samoa.
 - The seven VA Medical Centers/Health Care Systems listed below manage a total of 37 care sites:
 - ❖ VA Central California Health Care System
 - ❖ VA Northern California Health Care System
 - ❖ VA Pacific Islands Health Care System
 - ❖ VA Palo Alto Health Care System
 - ❖ San Francisco VA Medical Center
 - ❖ VA Sierra Nevada Health Care System
 - ❖ Manila VA Regional Office and Outpatient Clinic
 - ❖ Las Vegas VA Medical Center
- **What does VISN 21 buy?**
 - Although there are certain priority sources identified by Federal regulations, each facility purchases a considerable amount of its requirements from both local and nationwide sources. Examples of items purchased are:
 - ❖ Pharmaceuticals and medical and surgical supplies
 - ❖ Perishable subsistence
 - ❖ Equipment, supplies, and materials for facility operation
 - ❖ Maintenance and repair of medical and scientific equipment
 - ❖ Building construction, maintenance, and repair
 - ❖ Prosthetic and orthopedic aids
 - ❖ Medical gases
- **VA Federal Supply Schedule Program**
 - A part of the National Acquisition Center, the VA Federal Supply Schedule (FSS) program establishes long-term Government-wide contracts with responsible commercial companies at established prices, terms, and conditions. These contracts provide eligible buyers with a simplified process for obtaining more than 1 million commercially available supplies and services. By placing orders directly with awarded VA FSS contractors, federal customers are able to obtain virtually any commercially available medical service or supply by choosing among thousands of vendors.
 - To find out more information about the FSS program please go to www.fss.gov.

How To Turn Networking Opportunities Into Relationships and Contracts



Micro contracts for Micro companies



The event is sponsored by major large companies.

