



# 2023 Supplier Diversity Report

## *The Nor Cal Elite SDVOB Network*

### Introduction

This report documents the corporate profiles of suppliers qualified to support a wide array of local corporations, state, and federal agencies in California. This diverse group of Service Disabled Veteran Owned Businesses (SDVOB) represents a solid cross-section of highly-skilled suppliers experienced in multiple market sectors, including IT and web-based services, construction trades, and administrative support.

As compiled by the Nor Cal Elite SDVOB Network, this Report summarizes key supplier demographics, identifies market sectors, outlines corporate legal structures, reveals mission-critical findings, and offers recommendations.

### *The Nor Cal Elite SDVOB Network*

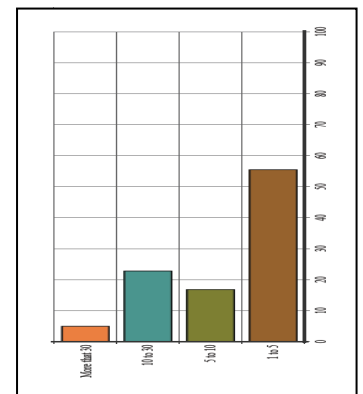
The Elite SDVOB Network is a non-profit veteran organization that supports Service Disabled Veteran Owned Businesses (SDVOBs). Founded by veterans who face ongoing challenges as business owners, the network offers advocacy, education, and business opportunities for its members. Managed by volunteers with chapters nationwide, the network coordinates with local business leaders, policymakers, and the public to help SDVOBs overcome obstacles and thrive in the business world.

### Report Summary/Overview

Elite SDOVB interfaced with 102 veteran-owned suppliers in California; 95% of them were service disabled. While 53% of the suppliers were in business between 1-5 years, 47% were in business for 6-30 years (Chart 1). The suppliers were organized along traditional corporate entities; 43% were standard C. Corps, while 39% are LLC designated. Fully 65% have five or fewer employees, and 15% have 10-50 staff.

**Chart 1 – Business Experience**

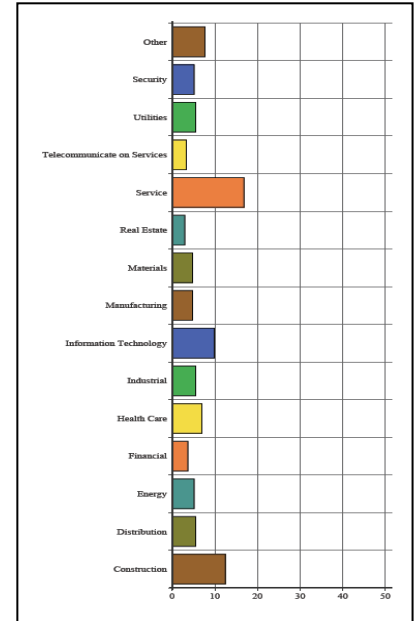
Years in Business	Percent of Companies
1 to 5	53%
6 to 10	18%
11 to 30	24%
30+	5%



Most of the suppliers (64%) support state and federal agencies and public corporations, while 69% have the resources and experience needed to support contracts worth \$100K - \$500K for industries that include: construction (13%), IT (10%), health care (8%), service-related (15%), and energy (6%) to name a few (Chart 2).

**Chart 2– Industry Profiles**

Industry	Percent of Companies
Construction	13%
Distribution	4%
Energy	6%
Financial Services	3%
Health Care	8%
Industrial	5%
IT	11%
Manufacturing	5%
Other	42%



## Elite’s Value Proposition

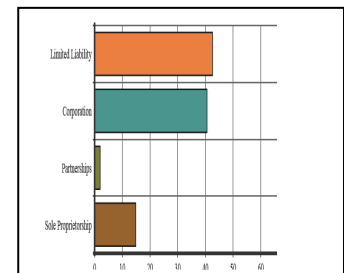
The true value of the Elite SDVOB Network is that it supports micro businesses by creating networking opportunities, outlining business development resources, conducting advocacy efforts, and providing access to funding and government programs and contracts.

By connecting veteran-owned micro-companies with potential clients, partners, and suppliers, Elite DSVOB helps such companies gain better training resources that foster growth and success while raising awareness in the community about the unique challenges such companies face in the market.

While 84% of veteran-owned companies in Northern California are CalVet-Certified, many are underfunded and undercapitalized because they have limited access to corporate networks and few well-connected mentors, and limited ability to hire and retain qualified staff (Charts 3 & 4). This creates distinct disadvantages relative to established corporations when negotiating bank loans or establishing viable Lines of Credit (LOC).

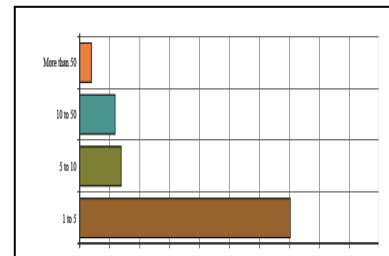
**Chart 3 – Corporate Status**

Type	Percent of Companies
Sole Proprietors	17%
Partnerships	1%
Corporations	43%
LLC	39%



### Chart 4 – Number of Employees

Employees	Percent of Companies
1 to 5	70,3%
5 to 10	13%
10 to 50	13%
50+	3.96%



Elite SDVOB helps disabled vets break this negative cycle by creating opportunities to book micro-contracts that require minimal upfront capital and cuts payment invoicing cycles to 15 days as required by Federal law.

### Best Practices for Veteran-Owned Companies

#### Don't be a Lone Wolf

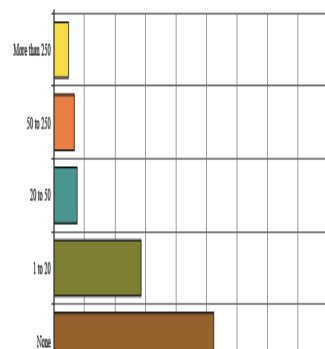
Many service disabled vets mistakenly try to establish their start-ups alone. Like many standard-issue civilian entrepreneurs, veterans are independent, ambitious, and disciplined people who have the confidence needed to succeed in the business world. While such traits are admirable, earning government contracts is a whole new world that requires business owners to grapple with numerous state and federal regulations and mountains of paperwork and forms. Just having a burning desire to succeed is insufficient.

#### Get a Helping Hand

Joining the Elite SDVOB Network offers disabled veteran-owned businesses valuable support and resources that can be difficult to access independently. By leveraging the network's connections, advocacy efforts, and educational opportunities, these businesses can accelerate their growth and overcome challenges specific to their niche. The Elite SDVOB Network helps foster a supportive community, enabling veteran-owned businesses to thrive in a competitive marketplace more effectively than they might alone. **Chart 5** highlights the low “close” rate of veteran-owned companies that don't get help or act like lone wolves.

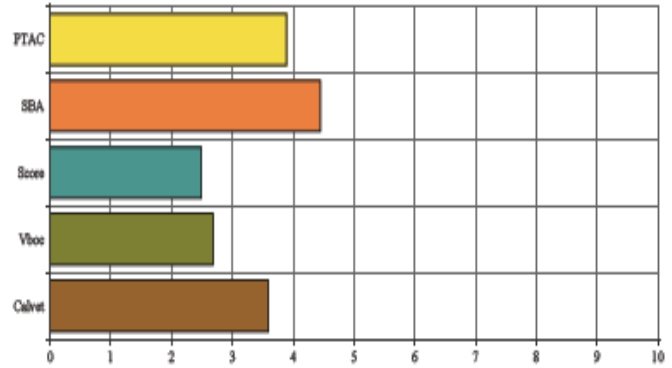
### Chart 5 – Bids Won?

Jobs Won	Percent of Companies
None	49%
1 to 20	29%
20 to 50	9%
50 to 250	8%
250+	5%



## Rate the government Organizations. 1 - 10

Vboc 2.68  
Score 2.49  
SBA 4.45  
Calvet 3.59  
All others are below 3



### Contact Relevant Agencies

- While doing business with the US and state governments can be daunting, there are a number of excellent agencies designed to help veterans navigate the treacherous waters of government contracts such as:

- **Small Business Administration (SBA):** Offers resources, training, and support for veteran-owned businesses, including assistance in navigating government contracting opportunities through the Office of Veterans Business Development (OVBD).

- **Veterans Affairs Office of Small & Disadvantaged Business Utilization (OSDBU):** Helps veteran-owned businesses access procurement opportunities within the Department of Veterans Affairs and provides guidance on certification processes.

- **National Veteran-Owned Business Association (NaVOBA):** Advocates for policies that support veteran-owned businesses and offers resources for securing government contracts.

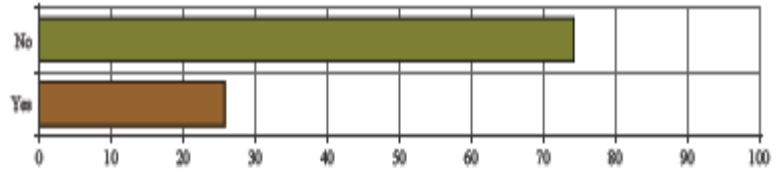
- **Vets First Verification Program:** Managed by the U.S. Department of Veterans Affairs, this program verifies Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) and Veteran-Owned Small Businesses (VOSBs), giving them access to special government contracting opportunities.

- **Association of Procurement Technical Assistance Centers (APTAC):** Provides assistance to businesses looking to compete for government contracts, including veteran-owned businesses, through its Procurement Technical Assistance Centers (PTACs) located nationwide.

### Networking is the Key

Organized and operated by veterans for veterans, Elite SDVOSB is the most experienced and well-connected organization in Northern California. The staff understands the challenges facing SDVOBs in the current business climate and how to overcome the regulatory burdens. In addition, this exemplary organization helps veterans find, establish, and maintain solid business networking channels.

Supplier diversity member? 74.26% No



# Supplier Diversity Activities

## Understanding Disabled Veteran Needs

### EXTERNAL PROGRAM ACTIVITIES

#### Supplier Diversity Activities

Local, state, federal government create programs to help disabled veterans not working, CCUC, set aside

### INTERNAL PROGRAM ACTIVITIES

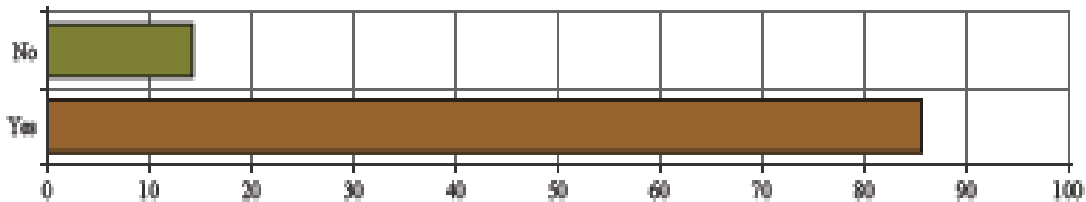
#### Program Pilots to Support the Elite 5

#### Supplier Diversity Activities

DISABLE VETERANS SUPPORT EACH OTHER AFTER MILITARY SERVICE

D-Vet Help D-Vet

## 16. Would you like to meet Disabled veterans own business?



## Appendices

- Supplier Diversity Survey
- Tools That Help Disabled Veterans
- Webinar
- Yearly Events
- Auto Bid Posting System
- Auto capability statement generator
- Sponsor Search Capability Statement System

## Nor Cal Elite Goals

With help from our sponsors we can now answer your questions

Why join Nor Cal Elite Disable Veteran network?

As a disable veteran member new and old member we have to same questions

## Micro Contract bids

**We** know how difficult it can be for disabled veterans to find work after returning home from service.

### Micro Company Micro Contracts

The Elite SDVOB Network (Elite Disabled Service Veteran-Owned Business Network) is an organization dedicated to supporting and promoting disabled veteran-owned businesses. It provides a range of services and benefits to its members, which may include the following:

1. **Networking:** The network offers opportunities for disabled veteran-owned businesses to connect with other business owners, potential clients, and suppliers. These connections can lead to new partnerships, collaborations, and growth opportunities.
2. **Business development:** The Elite SDVOB Network may provide resources, workshops, and training sessions to help disabled veteran-owned businesses improve their operations, marketing, and overall business strategy.
3. **Advocacy:** The organization may advocate on behalf of its members and work to raise awareness about the unique challenges and opportunities that disabled veteran-owned businesses face. This can include lobbying for legislation, promoting inclusion in government contracting opportunities, and raising awareness among the general public.
4. **Access to resources:** Members of the Elite SDVOB Network can gain access to various resources, such as funding opportunities, government programs, and industry-specific information, to help them grow and succeed.

#### **Summary for Disabled Veterans:**

The Nor Cal Elite Disable Veterans Business-Friends Team

Micro Companies help the many not the few large companies

Help and support Disable Veterans nonprofit org. (501 © 19)

Connect with a team that supports you personally and professionally.

Where you can grow as a business owner and as a person.

**Lavelle@ncdeliteveterans.org 408-505-3032**  
<https://ncdeliteveterans.org>