

### Meeting Minutes:

- **Meeting Kick-Off** – Jim Lasswell
- Introduction of meeting attendees (see attendee list at the end of these minutes) , Sponsor: Epsilon Systems Solutions
  
- ❖ **Sponsor - Epsilon Systems Solutions:**
  - A representative was not present, but we certainly thank them for the cookies!!
- ❖ **NDIA NIST 800-171 Small Business Compliance Task Force**
  - Recap of the details of this effort:
    - Managed by Dr. Tony Lopez of Indus
    - Detailed the challenges facing small GovCon's trying to meet requirements
    - Those that have gotten close have spent much to get there
      - Indus spent \$200K-\$300K
    - NDIA National was also engaged and connected the effort with Katie Arrington of DoD, who is leading the NIST Standards push and the implementation of the CMMC (Cybersecurity Maturity Model) which will replace self-certification with a structure to test vendor compliance.
    - New CMMC Guidance will be coming out. The draft has been posted for comment - <https://www.acq.osd.mil/cmmc/draft.html>
  - PTAC San Diego has three consultants onboard that can assist small businesses with understanding requirements and working towards meeting them.
  - There are other free resources to help get your process and systems up to speed, and we will
    - For instance, Indus were able to have DHS come out and advise on their policy, redline the final version, and then audit their configuration and do penetration testing for months after.
    - We will try to pass on info on such resources as we acquire details.
    - The next *Small Business Roundtable* is being aimed at a session to present resources to Small GovCon's to assist with this process.
  - There will ultimately be contractors selected by the government to perform the role of auditors, and those RFI/RFP's are being released to industry.
- ❖ **Presentation by Matt Sanford – San Diego Regional EDC**
  - Presentation to convey Government Resources to assist Small Contractors – Also Workshop being presented on this subject on Nov. 22<sup>nd</sup> (you can sign up [here](#)).
    - As the #2 Defense Economy in the U.S., San Diego encompasses:
      - Direct Spending - \$28.1B
      - Jobs – 354,000
      - Income - \$24B
      - GRP - \$51B
    - To assist Small GovCon's with capturing a share of this, the Regional EDC has many programs/resources that it can assist you in pursuing (presentation containing details can be found [here](#)), such as these examples:

- *Defense Innovation Voucher Program* – To provide 15 small defense contractors with complimentary consulting services and curriculum to help companies compete for government or defense contracts and/or explore pivoting products and services to commercial markets.
  - o Success Story – Sidus got into this program and used the funds to work with an external marketing firm, which ended up generating sales.
- *MetroConnect* - Export assistance program in which 15 - 20 companies are selected annually, through a competitive application process, to receive financial and programmatic support in an effort to boost international sales.
  - o Example Recipient – LRAD
- Connectory.com – Business-to-Business information tool with company capabilities and capacities.
- And there are many more, so review the presentation to see summary of the programs available that may benefit your organization, again, to be found here – [SD Regional EDC Brief](#)

#### ❖ NAVWAR/NIWC – Mary Lake

- Next NIWC Roundtable date TBD, but they are looking for submission of suggested topics. Email Angela King ([angela.king@navy.mil](mailto:angela.king@navy.mil)). One of the topics is likely to be the Old Town site redevelopment.
  - Also, know that the redevelopment means contractors will not be able to park at the Old Town campus anymore.
  - Note that follow-on contracts to existing contracts are not likely to be located onsite at Old Town campus, so be aware for planning.
- FBO.gov has been replaced by the beta SAM.gov (<https://beta.sam.gov/>). There was some discussion as to whether the e-commerce site is actually operating yet, but please check it out for yourself.
- New Small Business goals are out for 2020 and are up slightly.
- SBA is putting out new proposed rules that could affect MAC's like Seaport, along with the Mentor Protégé program, so ***you should review them and submit any comments as they will be reviewed and responded to. This is your one opportunity to be heard in this process.*** Can be found in the NDIA Weekly Synopsis, or in the Federal Registry (here is a direct link to the proposed rule - <https://www.govinfo.gov/content/pkg/FR-2019-11-08/html/2019-23141.htm>, or here on the NDIA Site - <https://www.ndia-sd.org/wp-content/uploads/2019/11/Mentor-Protege-Consolidation-of-Programs-and-Other-King-Amendments-SBA-Proposed-Rule-Nov-8-2019.pdf>).
- Mark McClain has decided to retire.
  - Angela is currently the acting.
  - Job posting has been closed, so we believe they are in process of hiring new Director.

#### ❖ Gold Coast 2020

- August 31 – September 2
- San Diego Convention Center
- The movement to combine Gold Coast with ONR's conference on SBIR's and STTR's is gaining momentum, which would really grow this event.
- If you haven't signed up for your booth, do so ASAP to get the best location.

## Attendee List

<b>Name</b>	<b>Company</b>	<b>E-mail</b>	<b>Phone</b>
Erik Erlendsson	Unanet	<a href="mailto:eerlendsson@unanet.com">eerlendsson@unanet.com</a>	619-573-5090
Paul Bergman	Trace Development	<a href="mailto:pbergman@trace.com">pbergman@trace.com</a>	619-508-8871
Bob Thomas	LaserQuick	<a href="mailto:bob@laserquick.com">bob@laserquick.com</a>	619-441-0520
Carl Caskey	CarCas Tech Inc.	<a href="mailto:Ccaskey1@att.net">Ccaskey1@att.net</a>	619-787-5377
Elizabeth Sibley	Semalinks LLC	<a href="mailto:Elizabeth.sibley@semalinks.com">Elizabeth.sibley@semalinks.com</a>	619-607-0568
Raymond Moberly	Faster Logic	<a href="mailto:Raymond.moberly@fasterlogic.com">Raymond.moberly@fasterlogic.com</a>	619-786-0195
Jim Southerland	CAS Inc.	<a href="mailto:Jimso-cas@att.net">Jimso-cas@att.net</a>	619-222-1820
Barb Welch	ICS	<a href="mailto:bwelch@ics.com">bwelch@ics.com</a>	858-342-6293
Tom Leech	Winning Presentations	<a href="mailto:winpres@aol.com">winpres@aol.com</a>	858-650-0810
Robert Cogan	Continuum Law	<a href="mailto:rcogan@continuumlaw.com">rcogan@continuumlaw.com</a>	619-338-0400
Hugh Mills	Virtual Computing Tech	<a href="mailto:hmills@vcomptech.com">hmills@vcomptech.com</a>	858-603-8890
Sharad Sharma	OPALSOFT	<a href="mailto:sharad@opalsoft.com">sharad@opalsoft.com</a>	408-636-2887
Lynn Congemi	OPALSOFT	<a href="mailto:lynn@opalsoft.com">lynn@opalsoft.com</a>	619-889-5745
Matt Sanford	EDC	<a href="mailto:ms@sandiegobusiness.org">ms@sandiegobusiness.org</a>	619-615-2962
Nathan Loveland	SDMAC – Propel	<a href="mailto:propel@sdmac.org">propel@sdmac.org</a>	540-908-7783
Brian Sweeney	Law Office of Brain Sweeney	<a href="mailto:besweeney@besweeneylaw.com">besweeney@besweeneylaw.com</a>	916-296-7622
Eric Cantlon	GovSG	<a href="mailto:ecantlon@govsg.com">ecantlon@govsg.com</a>	619-301-8937
Adham Shaaban	Forward Slope Inc.	<a href="mailto:adham@forwardslope.com">adham@forwardslope.com</a>	619-255-4400
Dave Grundies	Due Regard Consulting	<a href="mailto:dgrundies@dueregard.com">dgrundies@dueregard.com</a>	858-999-1898
Kurt Worden	Nova Power Solutions	<a href="mailto:Kurt.worden@novapowersolutions.com">Kurt.worden@novapowersolutions.com</a>	619-245-4550
George Arthur	Cavu Consulting	<a href="mailto:George.arthur@cavuconsultinginc.com">George.arthur@cavuconsultinginc.com</a>	619-459-1927
Steven Keller	Knowledge Made Solutions	<a href="mailto:skeller@knowledgemade.com">skeller@knowledgemade.com</a>	619-417-6521
Lena Guterhakher	Opalanalytx	<a href="mailto:lena@opalanalytx.com">lena@opalanalytx.com</a>	619-268-1192
Jorge Rossi	Optical Lock	<a href="mailto:jrossi@opticallock.com">jrossi@opticallock.com</a>	858-675-0145
Mary Lake	NIWC Pacific	<a href="mailto:Mary.lake@navy.mil">Mary.lake@navy.mil</a>	619-553-4327
James Laswell	Indus	<a href="mailto:jlaswell@industechology.com">jlaswell@industechology.com</a>	619-851-9267
Suzanne Trinh	GD-NASSCO	<a href="mailto:Suzanne-trinh@nassco.com">Suzanne-trinh@nassco.com</a>	619-405-1279
Breonna Powell	GD-NASSCO	<a href="mailto:Breonna.powell@nassco.com">Breonna.powell@nassco.com</a>	619-588-3400 x5188
Mike Rin	Omni2Max	<a href="mailto:Mike.rin@omni2max.com">Mike.rin@omni2max.com</a>	619-269-4623
Mike Sabellico	SD PTAC	<a href="mailto:msabellico@swccd.edu">msabellico@swccd.edu</a>	619-216-6671

Rhonda McCoy	RJ McRep	<a href="mailto:rhonda@rjmcrep.com">rhonda@rjmcrep.com</a>	760-415-0840
Pama Good	Amcorp-Virginia	<a href="mailto:Pama.sarver@amcorp-cco.com">Pama.sarver@amcorp-cco.com</a>	703-867-8769
Michael Bice	Vortex Engineering	<a href="mailto:Michael@vortexengineering.com">Michael@vortexengineering.com</a>	619-258-9660
Alty Travelstead	Halo Structures	<a href="mailto:alty@halostructures.com">alty@halostructures.com</a>	619-339-8421
Carmen Skipworth	PL Systems	<a href="mailto:Skipworth.carmen@plsystems.net">Skipworth.carmen@plsystems.net</a>	760-271-8297
Tim Clashin	PSSC Labs	<a href="mailto:tim@pssclabs.com">tim@pssclabs.com</a>	832-247-6974
Michael Hubbard	Indus Tech	<a href="mailto:mhubbard@industechology.com">mhubbard@industechology.com</a>	619-200-2555