

Meeting Minutes:

- **Meeting Kick-Off** – Jim Lasswell and Dr. Ray Moberly
- ❖ **NDIA National San Diego Chapter:** Erik Lester, President
 - Please visit chapter website at <https://www.ndia-sd.org>, for all contact info, Committees guide, Events Calendar, and to become a member.
 - Already 400 participants registered for TEAR 3M AR/VR Conference, Feb 23 & 24. You can register here - <https://www.eventbrite.com/e/ndia-sd-tear-3m-arvr-2021-conferencevirtual-individual-registration-registration-133140383471>
 - In March will be our Joint NDIA/AFCEA Luncheon featuring Dolores Washburn, Chief Engineer at NIWC Pac.
- ❖ **Cybersecurity Update:** Dr. Tony Lopez
 - El Camino College to do a second cohort of the Cybersecurity Lab. There will be a fee to participate, but the State of California will be providing a portion of the funding.
 - Please see Flyer and Course Description attached to these minutes.
 - Information and Registration also available at - <https://elcamino.coursetorm.com/category/defense-supply-chain-cyber-resilience-labs>
- ❖ **NDIA National:** Wes Hallman (*see attached PPT*)
 - Vital Signs 21 – Annual Report that NDIA is doing on the health and readiness of the Defense Industrial Base (DIB).
 - Not a report on our companies, but on the challenging environment the industrial base operates in.
 - Report can be found for download here - https://content.ndia.org/-/media/vital-signs/2021/vital-signs_2021_digital.ashx
 - Where we are seeing significant issues are in Industrial Security as the number of vulnerabilities continues to increase over time.
 - Data included goes up through about February/March 2020, beginning of the pandemic.
 - Over 1,000 NDIA members participated in the survey for a very broad perspective.
 - Over ½ have seen significant hits to their bottom line due to COVID Crisis. 13% do not think that business will ever return to pre-crisis level.
 - Strategy and Policy
 - Establishing NDIA Business Institute to diversify revenues and provide members with courses and certifications on doing business with DoD.
 - First offering will be “CMMC 101”
 - Defense Workforce Project
 - From the survey, when our companies are looking at expansion the biggest impediment is workforce, not just today but in the long term.
 - How do we create the channels to produce the talent that will be required?
 - Executing USD A&S Working Group on Spectrum-sharing.
 - With the rollout of 5G and other considerations, how do we manage the spectrum to the benefit of Commercial and Military.

- Have had significant interaction with the Presidential Transition Team and presented multiple Policy Papers on DIB issues.
 - They had two over-arching themes:
 - “Build Back Better” – onshoring, reshoring, advancement in advanced manufacturing, Buy American, etc.
 - Climate – Being defined as a National Security Issue with a focus on how the military budget can be used along these lines.
 - Should end up applying to all facilities in the San Diego area.
 - How do our troops deploy with renewable energy to make them more flexible/adaptable?
 - Engaged in multiple rule-making efforts:
 - CMMC
 - Sec 889 Part b
 - Executive Orders: Buy American, etc.
 - NDAA
 - Co-led ARWG submission to Congress for FY21 NDAA
 - Publicly supported override vote
- ❖ **NDIA National (cont.):** Kea Matory (Legislative Policy Director)
- Webinar coming up with CSIC on Title 18 – Feb. 19th. Posted on website.
 - Vaccines - Lots of questions on Government Contractors, having been deemed “essential workers”, what does that mean as far as prioritization in vaccine distribution?
 - There has been guidance that DoD can share their allotments with GovCon’s, but most distribution is still at the State level.
 - Looking at the COVID Liabilities protection for small businesses as applies to GovCon’s.
 - Not a lot of appetite for this now with Democrats in the majority.
 - But there could be action at the State level.
- ❖ **Gold Coast 2021:** Terry McKearney
- Date not set yet but hopeful for mid-summer.
 - Big question right now: Virtual vs. Live. Betting on virtual.
 - Very Important - Looking for feedback from membership on what is most important to them in a Virtual Conference.
 - Examples:
 - Cross Networking, like Matchmaking, allowing virtual encounters with other attendees.
 - Vendor Booths
 - As always **Volunteers Are Needed!!** Please reach out to Terry or Frank Muller to offer to help.
- ❖ **NAVWAR OSBP:** Dan DeConzso
- Surveys regarding telework at the command shows most prefer to come back to the office when possible, so that is expected to be the policy.
 - Project Overmatch – No significant updates due to classified nature.
 - Target Trends vs. FY 2020:
 - Overall SB: 2020 – 31.44%, This year – 25%
 - SDV: 2020 – 13.25%, This year – 10%
 - WOSB: 2020 – 7.6%, This year – 5%

- Hubzone: 2020 – 1.6%, This year – 1.4%
- Want to know some of the challenges that Small Businesses are facing now that we are a year into the pandemic. How has it effected your business, ability to grow, etc.? Please provide any input to Dan.
- ❖ **GSA:** Kimberly Ann Sant and Walleed Wabi (*see attached PPT*)
 - Please see page 2 of attached presentation regarding “Category Management Initiative” to increase Spend Under Management vs. Open Market Spend.
 - IT Categories: GSA has gone to one Multiple Award Schedule with one set of T’s&C’s. All vendors should have received their mods.
 - Sec 889 A&B has been incorporated as well.
 - Reasoning was to make it easier to do business across categories.
 - See pages 5&6 of presentation for figures on Navy Spend by GSA Schedules so far for 2021.
 - Please see page 7 for Training Resources for Vendors.
- ❖ **SBC Co-Chairperson:** Kurt Worden
 - We have identified “Category Managers” within membership who have agreed to gather the latest information and act as a resource for you to contact.
 - Hubzone – Joe Bulger, Boarhog
 - WOSB – Robin Lipka, Marlin Alliance
 - 8(a) – Merv Cutler
 - SDV – Art Salindong, Trabus
 - Next Small Business Forum will be with Serco at the end of March.
 - Two more lined up later in the year.