



Dear NDIA San Diego Members,

Welcome to our San Diego Chapter's member newsletter, which includes upcoming event information and engagement opportunities. Please see below for some great NDIA events and opportunities to further engage within in our industry and community.

Thank you for your continual dedication and contributions to promote awareness and education in support of the NDIA's mission.

Regards,

Eric
San Diego Chapter President

National Defense Industrial Association 13th Annual SoCal Cyber Cup Challenge Request for Sponsorships- We Need Your Help!



Numerous studies and reports have documented the value that Cyber Competitions and challenges provide in instilling a passion for the cybersecurity profession. The SoCal Cyber Cup Challenge fosters that passion and growth within students.

As we prepare for the 13th Annual SoCal Cyber Cup Challenge, we face some of our own challenges. Namely, raising enough funds to maintain the excellence of our past competitions and expand to other middle and high schools, community colleges and their students. As we are all aware, the need for trained Cybersecurity experts has grown dramatically.

What You Can Do

Due to funding shortages this year, it is more imperative to expand our sources of income. Contributions made in January and February will determine the level of engagement our cybersecurity organizations can provide. We are restructuring our Sponsorship levels in creating a general fund with sponsor levels.

Diamond Level for \$5k
Platinum Level for \$2k
Gold Level for \$1K
Silver Level for \$500
Bronze Level for \$100
Supporter Level for \$50

If you wish to give at a different level, please contact Kevin Bowen at kbowen6@icloud.com
For Silver Level and above, please send your name, email and logo to kbowen6@icloud.com

To donate by credit card, please log on to the Constant Contact SoCal Cyber Cup Challenge at:



[Southern California Cyber Cup Challenge Sponsorship Opportunities 2022 \(constantcontact.com\)](https://constantcontact.com)

Please make checks payable to NDIA San Diego Chapter. Write "SoCal CCC" on the memo line and **mail to:**

NDIA San Diego Chapter
3639 Midway Drive
Suite B 175
San Diego, CA 92110

We appreciate your support and contributions to make this event successful!

Join us! NDIA San Diego's Happy Hour - Preparing your Govern Contracting Company for Sale!

Sponsored by Command Post Technologies



Come join us this week on Wednesday, April 13th at Stone Brewery World Bistro located at the Gardens-Liberty Station in San Diego from 4:30 – 7:30 p.m. We will be welcoming Mr. Trever Acers from Objective, Investment Banking & Valuation based in San Diego. He will provide an overview of the process for selling a Government Contracting firm.

Trever's presentation will focus on two primary objectives: M&A aspects and M&A process understanding. Within the M&A aspects, Trever will discuss current GovCon M&A trends, acquirer categories, valuations, and more.

Trever Acers The M&A process portion will include an overview of the sale process, pricing structure, what to do when you have a buyer in hand and when you don't, common pitfalls, and more in order to understand how to maximize your enterprise value.

We hope to you at Stone Brewery for a great evening of networking and education!

Navy Gold Coast 2022 Coming this Summer, September 6 – 8, 2022

Registration is Open!



Mark your calendars! The San Diego Chapter of the National Defense Industrial Association (NDIA) is excited to announce the 34th Annual Department of the Navy Gold Coast Small Business Procurement Event, from September 6 - 8, 2022 at the San Diego Convention Center. Plan on attending exciting and relevant general/plenary and break-out sessions.

Attendees may visit over 250 industry and government exhibitors along with dozens of posters containing company information and opportunities. As always, this event will provide exciting and relevant topics delivered by government and industry experts.



The NDIA Department of the Navy Gold Coast Event is the premier Navy procurement conference in the country. Gold Coast provides a forum to educate, guide, and assist businesses, large and small, in support of the warfighter mission within Department of the Navy and throughout the DoD.

All of you play a critical role within our defense industry which supports our warfighters, nation, and world's security. We look forward to seeing you in September for this spectacular event! Register here: [REGISTRATION – Department of the Navy Gold Coast Small Business Procurement Event](#)

If you have any questions, please contact [Terry McKearney](#).

Upcoming SDMAC Events!



APRIL

8th - Coast Guard Sector San Diego Base Tour

Link: <https://bit.ly/3tUQ5kw>

14th - SDMAC Board Meeting

20th - SDMAC Breakfast featuring San Diego Padres CEO Erik Greupner

Link: <https://www.sdmac.org/calendar/list/>

27th - After-Hours mixer 4-6pm

MAY

12th - SDMAC Board Meeting

18th - SDMAC Breakfast (speaker TBA)

JUNE

8th - SDMAC Breakfast (date change) featuring General David Thompson, Vice Chief of Space Operations, Space Force

9th - SDMAC Board Meeting

CDCA Conference (dates to be announced, end of month)

30th - After-Hours Mixer 4-6pm

Save the Date! July – December 2022 SDMAC Breakfast Dates: 7/20, 8/17, 9/21, 10/19, 11/09, and 12/14



Miss Out on A Recent Small Business Committee Meeting or Forum? Catch-up Here and Join Us Next Time!



Interested in increasing your business or gaining more industry knowledge? Join us for our next Small Business Committee Meeting on April 13th at 1545, right before our happy hour event at Stone Brewery!

Miss our last forum? You can catch-up here: [NDIA Executive Forum - 23 March 2022](#)