

**TIDEWATER GOVERNMENT INDUSTRY COUNCIL
MINUTES OF MONTHLY MEETING FOR THURSDAY March 9, 2023
QED FACILITY AT 5700 WARD AVENUE, VIRGINIA BEACH, 8:00AM**

LINK FOR RECURRING MS TEAMS MEETING

https://teams.microsoft.com/l/meetup-join/19%3ameeting_YjkwNjUxZmMtM2E0My00Mzg3LTljMWItNmJIN2I1MzdkMWVh%40thread.v2/0?context=%7b%22id%22%3a%22d5fe813e-0caa-432a-b2ac-d555aa91bd1c%22%2c%22oid%22%3a%222fe9d3f3-3b1c-455c-afb9-99b67b7f844e%22%7d

AUDIO ONLY DIAL-IN: 1-804 394-5686 694805195#

- 1. Introduction of Attendees and Participants viewable on Microsoft Teams Log-in Screen**
- 2. Review and Approval of previous month's meeting Minutes.**
 - Minutes distributed within a few days after the meeting and the agenda sent the week of the TGIC meeting, resulting in two emails from TGIC.
- 3. Reports from Standing Committees and Industry Representatives**

Annual TGIC Meeting Minutes
<p>Jeff:</p> <p>The Annual Meeting was called to order. The results of the TGIC portion of the voting were as follows:</p> <ul style="list-style-type: none">- Kip Pagach Small Business Rep- Vibhaa Vermani SDB Rep- Jose Gutierrez appointed to finish second year of SDB term prompted by retirement of incumbent- SDB Representative – Rep Jose Gutierrez will finish year- Paul Heim – Large Business Representative- Joe Yurso – At Large Representative- Pat O'Donnell – At Large Representative- Tim Baker – At Large Representative <p>Officers:</p> <ul style="list-style-type: none">- Jeff Brunner – President- Joe McGrenra – Secretary- Joe Yurso – Treasurer <p>Pat O'Donnell of Kaufman and Canoles will file the Annual Corporation Report.</p>

Action Item	Responsible Person
<p>a. Standing Committees Small Business Matters Linda Owen Paul Staley</p>	<p>Linda: -There were major problems yesterday with SAM.gov. General access has been restored but clients still can't see their information. -VA issued final rule on FAR CMMC https://mailchi.mp/pilieromazza/client-alertgovernment-contractor-to-pay-9-million-to-resolve-fca-allegations-of-cybersecurity-violations-989208?e=7f3ec87913 -Change in SAM.gov to affect Entity Administrators https://www.nextgov.com/technology-news/2023/03/gsa-odd-email-about-changes-sam-registration-info-was-glitch-not-hack/383746/ -Minority Business Council Meeting April 13, 2023 http://events.r20.constantcontact.com/register/ - SB Symposium on March 14, 2023, 9AM-2PM https://chesapeakeva.biz/event/small-business-symposium/ -Central Law Group Blog https://centrelawgroup.com/blog/gsa-security-issue</p> <p>Paul: -Regarding SAM.gov – If you had a proposal due yesterday make sure to call your Contracting Officer and let them know.</p>
<p>Legislative Matters Pat O'Donnell Terrence Murphy Damien Walsh</p>	<p>Pat: -Three decisions: 1) GAO decision – 8a set aside and 9a joint venture mentor submitted past performance from 9a and won the award. The protestor said that the past performance rating of satisfactory was unreasonable because SBA regulations imply that they must evaluate the 8a companies past performance. GAO overturned and said in that instance simply providing past performance for the 9a only violated SBA regulations. 2) Federal Claims – Two former joint ventures went their separate ways and were competing for the follow-on work. The managing former joint venture was awarded the follow-on work and as the managing former joint venture only did 10% of the work. The protestor said that not only is the rating of satisfactory past performance unreasonable, but they essentially deceived the procuring agency by not disclosing that they claimed past performance work that they did almost nothing. The court ultimately found for other reasons no prejudice due to the other joint venture who had done all the work had messed up something else in their solicitation. What's</p>

	<p>interesting about this case is the Court of Federal Claims took testimony to augment the record, which is unheard of. The lesson here is that if you get in front of the Court of Federal Claims and there is an allegation that you have deceived by the way you have characterized your past performance, then you should not be surprised that the Court allows the protestor to put people under oath and start exploring that issue and that could result in all sorts of collateral problems.</p> <p>3) Federal Claims – Both members of the joint venture were registered in SAM separately. The solicitation said the offeror has to be registered in SAM both at the time it submits and at the time of award. But the joint venture itself was not registered. It was protested and the Court of Federal Claims said it was quite clear from the solicitation what you had to do, and you did not do it. It does not matter that you both were registered individually, the joint venture was not registered, so the award was taken away on a technicality.</p> <p>Damien: (now retired from Government service): -Still looking for a replacement attorney from the Government to Co-Chair this Legislative Affairs Committee.</p>
<p>Business and Professional Development Jeff Brunner</p>	<p>Jeff: -TASC Industry Day last week with Dahlgren. Next Industry Day is April 13, 2023 with the Coast Guard C5I. Open for registration now. Venue could change, may not be at the DoubleTree. The website will keep everyone informed.</p>
<p>Contracting Approaches and Techniques Dennis Garcia</p>	<p>Dennis: -Solicitation Releases are being kicked down the road. After pandemic it's hard to get person-to-person with customers. Many government agencies still are not back in the office. When trying to project when a solicitation will be out, the window is getting longer and longer. I'm seeing industry days for specific solicitations in the same email. There is more of an attempt to provide information ahead of the solicitation and answer questions one-on-one from potential offerors. I think that's a good thing. There is less one-on-one personal contact between industry and government, and it appears the solution is to have industry days to get everyone online and answer questions. It's another way to get information out. I suggest you stay tuned to SAM.gov and try to highlight those specific agencies that you're interested in because more of these</p>

Professional Networking Monique McWhite	industry days are cropping up to try to push more information out. Paul: -Seeing the same thing, new people are coming on, so guidelines aren't always the same. No report today.
b. Reports from Elected Industry Representatives Large Business Small Business Small Disadvantaged Business Educational Institutions At Large	Jeff: -Fenton no longer Industry Rep. but keeping us updated on the Oceana solicitation. You can access the solicitation on SAM.gov that came out on the February 1, 2023, and due on May 1, 2023.

4. Updates on TASC and TGIC Business and Professional Development Events

Next Industry Day on April 13, 2023 (see discussion above)

5. Report from TASC Board Liaison to TGIC

- TASC Annual meeting will be March 15th, 4:00pm, right here, QED Systems, 5700 Ward Ave., Virginia Beach. We will adjourn to a brewery up around the corner after that meeting.

6. Old Business

- Representative McClellan sworn in, Jeff sent letters to the four local House of Representatives members, as well as the two Senators from Virginia introducing them to TASC and TGIC as a resource.
- Mike Klett is working on the new TGIC and TASC display board.
- TGIC meeting minutes are posted here, <https://tasc-tgic.org/Meeting-Minutes>.

7. New Business

- None at this time.

8. Announcements and Other General Information

- Tides Game is scheduled for Saturday, 20 May. Right field, patio deck. Free for TASC members, guests are \$15.
- ASNE Tidewater (<https://www.asne-tw.org/>) dinner meeting, 15 MAR 2023, 5:30 PM - 8:00 PM (EST). The guest speaker is CAPT Jennifer Stockwell, USCG, Commander Virginia Sector. Holiday Inn Virginia Beach- Norfolk at 5655 Greenwich Road, Virginia Beach. Cocktails and Networking; 6:00- 8:00pm Dinner and Program.

Cost: Members: \$33 in advance / \$35 at the door

- Non-members: \$38 in advance / \$40 at the door

- Military: \$20 in advance / \$25 at the door
- Students: \$10 in advance / \$15 at the door

Please register on our website.

- Small Business Symposium, March 14 @ 9:00 am - 2:00 pm. Free, half-day conference to include educational sessions to help grow your business. Session topics include “selling to Chesapeake, and the Commonwealth,” “SWaM & DBE Certification,” and more. Speakers from the Virginia Department of Small Business and Supplier Diversity, the City of Chesapeake, Dollar bank, Virginia Procurement Technical Center, eVA, and more. Opening remarks from Mayor Rick West. Lunch will be provided.
- Naval X Mid-Atlantic Tech Bridge, Department of the Navy Small Business Workshop to discuss SBIR/STTR's and other programs for small businesses. This event will be held both in person and virtually. April 25th 9:00 – 3:00, 400 Granby St 400 Granby Street Norfolk, VA <https://www.eventbrite.com/e/don-small-business-workshop-tickets-469179226697?aff=ebdsoporgprofile> Tech Bridge on LinkedIn, information is there and that's the best place to stay in touch with what we're doing with them here locally.
- Lorie: AMIC is planning an Industry Day on 18 May 2023 at the Hampton Roads Convention Center. More to come. It will be announced on www.sam.gov.
- Tommy Benton passed away yesterday. He was a Senior Procurement Analyst at the GSA schedules program at GSA headquarters.

9. Calendar Updates

VB website (<http://www.yesvirginiabeach.com>) To submit an item to be listed, submit an email to RKWhite@vbgov.com and EcDev@vbgov.com

TASC/TGIC website (www.tasc-tgic.org) To submit an item for posting, please e-mail to jacob@barclaygroup.com (Some items may require review and approval by the TASC Board)

10. Next TGIC Meeting: The next two TGIC meetings are scheduled for Thursday, 13 April, 8:00 AM, followed by 11 May. Meetings are hybrid.

11. Adjournment

Attachments:

(1)