

**TIDEWATER GOVERNMENT INDUSTRY COUNCIL
MINUTES OF MONTHLY MEETING FOR THURSDAY June 8, 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%22Tid%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**

Action Item	Responsible Person
<p>a. Standing Committees Small Business Matters Linda Owen Paul Staley</p>	<p>Linda: -Free HUBZone/WOSB Certified Webinar on 18 July at 2:00 PM ET Webinar Registration - Zoom (zoomgov.com) -GSA Interact Update: Multiple Award Schedule - New Error Messages About Unawarded SINs: Contractors may see a new error message as catalog data migrates to the new Authoritative Catalog Repository (ACR). The message will say “Special Item Number [SIN] is Unauthorized for Contract.” This will occur even if no products are listed under the SIN. You will receive this error message when you submit a catalog transaction that contains SINs not awarded to the contract. Please note that all SINs listed at the contract and product level must be awarded to the contract, or the transaction will be rejected. If the contract was recently awarded the SINs, wait one (1) day then resubmit the catalog.</p> <ul style="list-style-type: none"> • If a contractor receives this error, they should

remove the unawarded SIN and resubmit the catalog transaction.

- Contractors can check [GSA eLibrary](#) to verify which SINS are awarded to their contract.
- Contractors can add SINS to their catalogs by first submitting an Add SIN modification via [eMod](#).

The ACR is a part of GSA's overall effort to improve our catalog management infrastructure. The ACR processes catalogs submitted via the FAS Catalog Platform (FCP), the Schedule Input Program (SIP), and EDI-832. The ACR significantly decreases processing time as compared to legacy databases, resulting in contractors getting error reports faster, the workforce receiving catalogs for review faster, and GSA Advantage! publishing updates faster. The ACR also ensures GSA can enforce business rules and requirements to ensure customers have access to high quality, accurate information on GSA Advantage!

For contractors using EDI-832, a complete list of the new errors impacting EDI-832 catalogs can be accessed via the Vendor Support Center:

<https://vsc.gsa.gov/drupal/sites/default/files/internal-files/New-Errors-Catalogs-EDI.docx>

Questions? Email CatalogManagement@gsa.gov

- SBA DSBS must now be updated via connect.sba.gov. You use your Login.gov information (email and password), then select Access, then select DSBS - add your UEI and bank account number associated with your SAM profile to be approved to update DSBS profile.

-SAM issues: There seems to be two new clauses in the reps & certs, DFARS 252.226-7002 and DFARS 252.232-7015. 252.226-7002 Representation for Demonstration Project for Contractors Employing Persons with Disabilities. As prescribed in 226.7203 , use the following provision:
REPRESENTATION FOR DEMONSTRATION PROJECT FOR CONTRACTORS EMPLOYING PERSONS WITH DISABILITIES (DEC 2019)

(a) Definitions. As used in this provision—

“Eligible contractor” means a business entity operated on a for-profit or nonprofit basis that—

- (1) Employs severely disabled individuals at a rate that averages not less than 33 percent of its total workforce over the 12-month period prior to issuance of the solicitation;
- (2) Pays not less than the minimum wage prescribed pursuant to 29 U.S.C. 206 to the employees who are severely disabled individuals; and

<p>Legislative Matters Pat O'Donnell</p>	<p>(3) Provides, for its employees, health insurance and a retirement plan comparable to those provided for employees by business entities of similar size in its industrial sector or geographic region. “Severely disabled individual” means an individual with a disability (as defined in 42 U.S.C. 12102) who has a severe physical or mental impairment that seriously limits one or more functional capacities. (b) Demonstration Project. This solicitation is issued pursuant to the Demonstration Project for Contractors Employing Persons with Disabilities. The purpose of the Demonstration Project is to provide defense contracting opportunities for entities that employ severely disabled individuals. To be eligible for award, an offeror must be an eligible contractor as defined in paragraph (a) of this provision. (c) Representation. The offeror represents that it [] is [] is not an eligible contractor as defined in paragraph (a) of this provision. 252.232-7015 Performance-Based Payments-Representation. As prescribed in 232.1005-70 (b), use the following provision: PERFORMANCE-BASED PAYMENTS—REPRESENTATION (DEC 2022) (a) In accordance with 10 U.S.C. 3802(c), the Contractor’s financial statements shall be in compliance with Generally Accepted Accounting Principles in order to receive performance-based payments. (b) The Offeror represents that its financial statements are [] are not [] in compliance with Generally Accepted Accounting Principles. (End of provision) Paul: -WOSB certification – There is confusion about being SWAM certified as WOSB and SBA certified WOSB. Virginia APEX Accelerator (PTAC) can help them get you get your cert at no charge. -Additional note – DCAA does not “certify” your accounting system. Be on the look out for spam email. Pat: -If your contract is relying on another company’s past performance, make sure you are disclosing the details in the proposal. A company who brought on employees who performed work on a previous contract submitted a proposal, but disclosed the details was properly awarded a new contract due to the information being spelled out.</p>
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	<p>-A proposal was rejected due to not cross referencing past performance to the statement of work in their proposal in the area requested by the government.</p> <p>Paul Staley: -This happens quite frequently, contractors need to take the extra time to review and have good review teams.</p> <p>Paul Hawkins: -Pentagon issues rule to ban TikTok on all DOD-connected devices, including for contractors Contractors are mandated to update their internal workplace technology policies to incorporate the new requirements. “In February, following the passage of the No TikTok on Government Devices Act late last year, the Biden administration issued guidance to federal agencies mandating that they ensure TikTok was no longer accessed on federal hardware in the following 30 days. The new interim rule issued by the Defense Department, along with the General Services Administration, and NASA, on Friday takes that a step further to impose it on contractors as well, implementing the statute within any contract solicitations that those agencies release from June 2 onward. Any solicitations issued before, but awarded after June 2 have to be reissued and amended to comply with this interim rule by July 3. “This prohibition applies to devices regardless of whether the device is owned by the government, the contractor, or the contractor’s employees (e.g., employee-owned devices that are used as part of an employer bring your own device (BYOD) program),” officials wrote in a summary of the new rule published on the Federal Register. rule by July 3.” Pentagon issues rule to ban TikTok on all DOD-connected devices, including for contractors DefenseScoop</p>
<p>Business and Professional Development Jeff Brunner</p>	<p>Jeff: -Initial outcomes from our Professional Development Committee meeting was sent out Wednesday, 12 July. We will resume our training program, free of charge. Topics include:</p> <ul style="list-style-type: none"> • Tik-Tok! The Clock Is Ticking – A CMMC 2.0 and Cybersecurity Update • Don’t Overlook the Basics – SAM, Reps and Certs, Contract Type • Relationships for Good (Deckplate) Contract Management – Training the Stakeholder Team

<p>Contracting Approaches and Techniques Dennis Garcia</p>	<ul style="list-style-type: none"> • Intellectual Property and Data Rights <p>The training is followed by an associated Reverse Industry Day. Then, Exchange Briefings, about 2 to 3 hours, panel discussions with Q&A with the audience.</p> <p>We will chart out the dates for these events, some of the events may say TBD initially. Currently looking at host sites, and this will be posted on our website. There will also be a link for hybrid events.</p> <p>See Attachment (1) Initial Outcomes 20 June 2023</p> <p>Mike Carlson: -Each training should start with “What is the point” and “What am I walking away with” as a starter. The pitfalls should be in stages so at the end, attendees have a ‘book’ to walk away with.</p> <p>Kip: -Professional Development engages Industry and Government. The idea was brought up to put FAR and DFARS into AI.</p> <p>Dennis: -Large small contracts are being broken up into even smaller contracts. -Large companies are forming mentor/protégé relationships with smaller Alaskan companies in an effort to win more contracts. -Past Performance forms are resurfacing and need to be populated as part of a proposal, regardless of having CPARS. -Corporate Experience versus Past Performance – They are not the same, read the instructions/requirements for each. You don’t need to use the same contracts, they can be different. Get a reviewer(s) to look over these sections. -Lowest Price Technically Acceptable (LPTA) is not going away as previously thought.</p>
<p>Professional Networking Monique McWhite</p>	<p>None at this time.</p>
<p>b. Reports from Elected Industry Representatives Large Business Small Business Small Disadvantaged Business Educational Institutions At Large</p>	<p>None at this time.</p>

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

- Training/Industry Days covered above.
- Tentatively hosting with the Army Corps of Engineers in October. This will likely be on the southside.
- Events book up and fill fast, so if interested, register early.

5. Report from TASC Board Liaison to TGIC

- We are looking for a replacement for Jenise Ruehle to perform webmaster work. We need someone with web skills to operate the website, going in on the admin side to help with any issues that may come up. If possible, maybe even help with posts on the LinkedIn site.

6. Old Business

- Klett Consulting helped us design a new TASC TGIC display booth, it should be on order and in production, and available for use soon.
- NASA Industry Day is still on our radar.
- TGIC meeting minutes are posted here, <https://tasc-tgic.org/Meeting-Minutes>.

7. New Business

- NCMA had their first Hampton Roads Chapter meeting. Discussions are being conducted to try and merge the HR and Norfolk chapters. The NCMA/ TGIC is a great relationship and a good way to grow both organizations. Please join NCMA HR Chapter's social Thursday, 17 August starting at 5:00. Location is TBD, but will be announced at the next TGIC meeting.
- One of Congresswoman Jen Kiggans' initiatives is supporting small businesses in her district. Doña Storey, a longtime member of TGIC is chairing a Small Business Advisory Board and has asked TGIC and TASC to be included as a liaison organization to provide input from small businesses. They will share those regulations that may be hindering small business growth. Jeff Brunner, Paul Hawkins, Monique McWhite, Dave Storey and Pat O'Donnell are providing their expertise on this board. An added feature of this Advisory Board is a contingency of small businesses that will be serving as a type of focus group providing insights into problems they face in the world of government contracts. In addition, other small businesses that operate solely in the commercial field will provide input. The information that these boards share will be used to craft solutions that will be forwarded to Congresswoman Jen Kiggans and her staff for review and action.

8. Announcements and Other General Information

- Mid-Atlantic Chapter of the National Veteran Small Business Coalition, Inc. will host an event at Bold Mariner Brewing, 1901 E Ocean View Ave, Norfolk, VA 23503, 11:30 – 1:00, speaker is John Perkins. For more information contact Ron Verostek.
- ASNE Fleet Maintenance & Modernization Symposium (FMMS), San Diego Convention Center, September 6-8, 2023

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, 10 August, 8:00 AM, followed by 14 September. Meetings are hybrid.

11. Adjournment

Attachments:

- (1) Initial Outcomes 20 June 2023

TASC-TGIC BUSPRODEVCOM Planning Meeting Outcomes: 20 June 2023

1. Suggested Training Topics (Standalone or followed by Reverse Industry Day)

Tik-Tok! The Clock Is Ticking – A CMMC 2.0 and Cybersecurity Update
Don't Overlook the Basics – SAM, Reps and Certs, Contract Type
Relationships for Good (Deckplate) Contract Management – Training the
Stakeholder Team
Intellectual Property and Data Rights

2. Associated Reverse Industry Days

Defer pending cultivation of greater Government participation

3. Exchange Briefing Topics

Annual Small Business Update

SBIR, SBIR, and OTA

4. Dates (Firm [Training] and Tentative [Exchange Briefings]) and Venues

Explore ODU Facilities (various) as regular venues; BizDevCtr, Darden Ctr, Big Blue
Virtual connection essential for hybrid delivery

5. Potential Presenters/Panelists

Cyber: Pat O'Donnell

Basics: Paul Hawkins, Damien Walsh

Relationships: Tom Bray, Ken Halloway, Michelle Currier

Intellectual Property: Damien Walsh

Small Business Update: Brad Reaves, Dona Storey

SBIR, STTR, OTA: Mike Carlson, Damien Walsh

6. Website PRODEV Tab (Sponsored and Non-Sponsored Offerings)

TASC/TGIC

NCMA

ODU

GSA

PTAC/APEX

Other Professional Organizations

Other Private Firms

7. Industry Day Candidates (Commands or Federal Agencies)

NASA Langley/Consolidated Centers

Army at Ft. Eustis

NCMA Members' Commands and Agencies