



**SAN DIEGO**

INTERNATIONAL AIRPORT

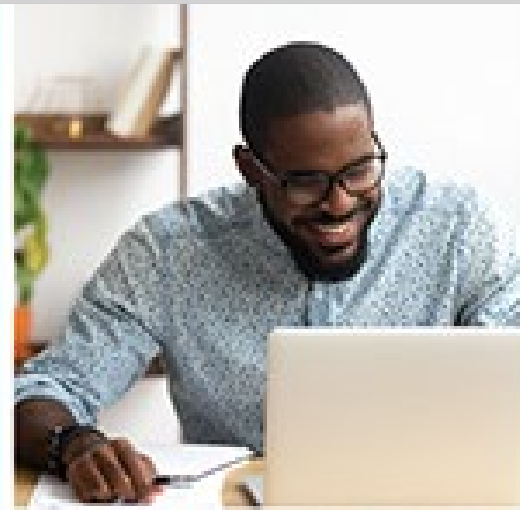
LET'S GO.

# Veterans Appreciation Panel

Thursday, Nov 19, 2020

10 - 11:30 a.m. PST

Virtual event via Zoom





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# VETERANS APPRECIATION PANEL

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# WELCOME

**Maria A. Quiroz**

Manager (interim)

Small Business Development

San Diego International Airport





# VETERANS APPRECIATION PANEL

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## OPENING REMARKS

**Jim Decock**

Director (interim)

Revenue Generation & Partnership Development

San Diego International Airport





# VETERANS FELLOWSHIP PROGRAM

The San Diego County Regional Airport Authority's Veterans Fellowship Program assists veterans in transition from active duty to the civilian work environment. We recognize the challenges veterans face while transitioning from the military to civilian employment and we are committed to building a long standing program to enhance this change process.



# SAN DIEGO INTERNATIONAL AIRPORT

# VETERAN FELLOWSHIP PROGRAM



## WHAT AWAITS YOU AT THE SAN DIEGO COUNTY REGIONAL AIRPORT AUTHORITY

This one-year fellowship provides an excellent opportunity for veterans with great initiative. Selected veterans will gain practical work experience in our integrated aviation environment. Our program offers an array of valuable growth opportunities:

- Hands on work experience
- Heighten understanding of the aviation industry's diverse facets
- Workshops with subject matter experts on:
  - Resume writing
  - Interviewing skills
  - Networking and building relationships
  - Corporate business practices
- Networking with the leadership team and fellow employees
- Gaining perspective from team members who successfully transitioned from the military to the civilian workforce

As a fellow, you receive compensation and are eligible for basic health care benefits for you and your dependents.

## HIGHLIGHTS OF WHAT VETERANS CAN GAIN

Following a one-year fellowship, you may have greater:

- Awareness of critical, core skills necessary in civilian employment
- Increased self-awareness of your skills and aptitudes and how to utilize them for future success
- Understanding of the differences between military and civilian work environments
- Direction for future career options

## WHERE TO GET DETAILS AND APPLY

To view detailed job descriptions and apply online, go to [www.san.org/careers](http://www.san.org/careers) or email [trinidad@san.org](mailto:trinidad@san.org) with any questions.



Panel Program Moderator:

**Christine Pham**

Program Manager

Small Business Development

San Diego International Airport



# SAN DIEGO INTERNATIONAL AIRPORT VETERAN FELLOWSHIP PROGRAM



## Frederick Sharpe

Procurement Analyst II, Former Veteran Fellow  
Procurement Department  
San Diego International Airport



# SAN DIEGO INTERNATIONAL AIRPORT VETERAN FELLOWSHIP PROGRAM



## Ruben Inocencio

Veteran Fellow - Procurement Analyst  
Procurement Department  
San Diego International Airport





# **SAN DIEGO INTERNATIONAL AIRPORT VETERAN FELLOWSHIP PROGRAM POLL**

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## **VETERAN ORGANIZATIONS & NETWORK POLL**



# VETERAN ORGANIZATIONS & NETWORKS







# U.S. Veteran Business Alliance



*Operational not only  
informational*

Real Training – Access to decision makers - Actual opportunities



## Joe Rubio

San Diego Chapter President  
U.S. Veteran Business Alliance  
Direct: 619-601-7041  
Office: 213-426-2186  
Email: [Joe.Rubio@blunoseit.com](mailto:Joe.Rubio@blunoseit.com)

### Portal / Links:

[www.gousvba.org](http://www.gousvba.org)

[www.facebook.com/SanDiegoUSVBA/](https://www.facebook.com/SanDiegoUSVBA/)



# VIB NETWORK

Veterans in Business  
Networking for Success

## CONTACT:

**Rebecca Aguilera-Gardiner**  
Executive Director  
Veterans in Business Network  
Toll-free: 877-270-VIBN (8426)  
Cell: 619-995-1969



# VETERANS IN BUSINESS NETWORK

- The Veterans In Business (VIB) Network advocates for all Veteran Businesses including SDVOSBs and DVBEs.
- We help build connections between Veteran Businesses, Corporations, Government Agencies, and Prime Contractors looking to create partnerships for contracting opportunities.
- We provide FREE Veteran Business Directory, business resources, educational seminars, outreach opportunities, a Veteran 2 Veteran Business Cohort Program, a Mentor/Protege Program, and more.
- Our National Conference is widely considered one of the best Veteran business networking events in the country.

## Visit the VIB Network website at [www.vibnetwork.org](http://www.vibnetwork.org):

- Join the FREE VIB Directory
- Look for a Veteran Business or DVBE, just create a FREE login to have access to our Veteran Business database
- Check the Opportunity Board
- Events Calendar
- Free webinars
- Business Resource page and more!



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# GETTING TO KNOW ATTENDEES IN TODAY'S PANEL



**POLL**





# VETERAN APPRECIATION PANEL

## PANELIST INTRODUCTIONS

### Prime Contractors



Vera Howell  
Steve Howell



Erik Belmarez

### Veteran Small Businesses



Yolanda Clarke



Joe Rubio



Rebecca Aguilera-Gardiner

### Business Support Service



Cheryl Brown

### Public Agency



Robert "Zac" Zaccaria





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# VETERAN APPRECIATION PANEL

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Do you know of any opportunities that may be available to Veteran Owned Small Businesses (VOSB) and Service Disabled Veteran Owned Small Businesses (SDVOSB)?

**Turner**

 **NAVFAC**  
Naval Facilities Engineering Command

**CLARK**  
CONSTRUCTION



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# VETERAN APPRECIATION PANEL

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Do you have any goals in place to support VOSBs'?

If so, what are they?



**Turner**







# VETERAN APPRECIATION PANEL

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What do you offer that other agencies don't offer?





# VETERAN APPRECIATION PANEL

What are some successful areas for veteran businesses to push to pursue?



**Turner**





# VETERAN APPRECIATION PANEL

What tools or resources should veteran businesses utilize?



**Turner**







# VETERAN APPRECIATION PANEL

What can you do to increase the role and value needed for veteran businesses?



**Turner**





# VETERAN APPRECIATION PANEL

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What veteran business certifications do you currently have?

Walk us through your experience of the certification process.

POWDER RIVER  
INDUSTRIES





# VETERAN APPRECIATION PANEL

What are some opportunities you have received due to your Veteran Owned Small Business (VOSB), Service Disabled Veteran Owned Small Business (SDVOSB), and or Disabled Veteran Business Enterprise (DVBE) certification?



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# VETERAN APPRECIATION PANEL

What are some of the biggest challenges you have faced as a veteran owned business?

How did you overcome those challenges?



**POWDER RIVER**  
INDUSTRIES





# VETERAN APPRECIATION PANEL

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What do you look for when pursuing work and engaging with a business partner?





# VETERAN APPRECIATION PANEL

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What final nuggets of wisdom would you like to share with veteran businesses?







# VETERAN APPRECIATION PANEL

## QUESTIONS & ANSWERS



**Turner**



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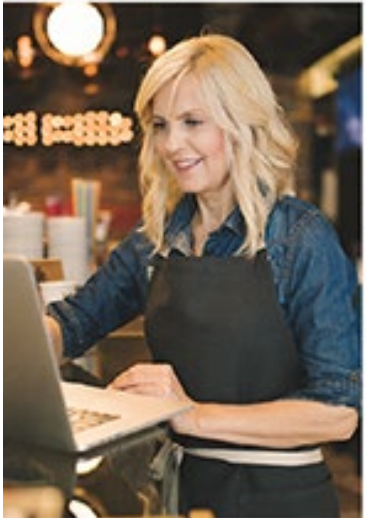


**PRINTING+**  
MUCH MORE!





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## VETERAN APPRECIATION PANEL

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**CONSOLIDATED  
CONTACT PAGE  
PENDING**





# Thank You

Thank you speakers, panelists, support team.

Thank you attendees for joining us today!

THANK YOU:

Jim Decock, Peter Ortiz, Frederick Sharpe, Ruben Inocencio, Joe Rubio, Rebecca Aguilera-Gardiner, Vera Howell, Steve Howell, Cheryl Brown, Yolanda Clarke, Erik Belmarez, Robert "Zack" Zaccaria.

