



Our Mission:

To increase purchases of goods and services by large companies and Government entities from Minority-Owned, Women-Owned, HUB-Zone, and Service Disabled Veteran businesses

USDC 2008 Goals

November 2008

## President's Message

Dear Utah Supplier Development Council (USDC) Members,

It is hard to believe that we are at year-end for the USDC luncheon meetings for 2008! (USDC does not have a December luncheon/meeting.) Time flies when you are creating opportunities, networking, and finding buyers for our members, and that's what the USDC board's mission is and we hope we've been successful this past year.

Last month's Government Procurement Symposium was attended by over 400 small businesses interested in doing business with DOD, federal, state, and local government agencies, as well as large prime contractors. Governor Jon Huntsman was the keynote speaker during lunch, and spotlighted several companies who have been awarded government contracts in 2008. In addition to the speakers and booth exhibitors, the symposium also had nine breakout training sessions on government procurement related topics such as "How to write a successful bid proposal" and "How to obtain a GSA schedule."

We will conclude the USDC 2008 season with a luncheon/networking event with the City and County Purchasing Advisory Committee (CPAC). We anticipate having 10 to 15 representatives from CPAC, which consist of purchasing officials from the local cities and counties. These officials will provide information regarding how to register as a supplier, who to contact, who has purchasing authority, small purchase and bid thresholds, how to find out about bidding opportunities, etc. The cities and counties benefit by participation through outreach opportunities to the small/disadvantaged business community which makes up most of the USDC membership. Below are the details for this event.

When: Thursday, November 20 from 11:30 – 1:00 pm  
Where: Wells Fargo Center – 11<sup>th</sup> floor (229 So. Main St. Salt Lake City)  
Cost: \$12.00 (light buffet lunch) cash or check  
Registration: [jscott@purchasing.utah.edu](mailto:jscott@purchasing.utah.edu)

Having the opportunity to network with over a dozen local purchasing officials, all in the same room, will save you countless hours of time if you were trying to reach these officials individually. Don't miss out on a great chance to add to your bottom line!

Best Regards,

Chuck Spence, USDC President

