



**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 2010 Goals**

**November 2010**

## President's Message

Dear Utah Supplier Development Council (USDC) Members,

It was great to see many of our USDC members at the Procurement Symposium on October 21<sup>st</sup>. This was the Procurement Technical Assistance Center's (PTAC) big annual event of the year, with 500 attendees, nine breakout sessions, and over 50 booth exhibitors, including Governor Herbert and John Caporal, Deputy Director of the Air Force Small Business Programs as speakers. USDC was a major sponsor of this event, and many of the USDC board participated as exhibitors, representing their respective agencies and businesses. Thanks to all who participated in one way or another!

For the last two months, USDC has participated in other parties' events, i.e., the State of Utah/Salt Lake County Vendor Fair and PTAC's Symposium. For November, and the last USDC event for 2010, we get back to our conventional luncheon meeting, with host Maverick Stores! John Carpenter, Procurement Manager for Maverick, will give a presentation on Maverick Stores, what they typically purchase, their purchasing processes, and what opportunities there are for small disadvantaged businesses. Mr. Carpenter will also be available after the presentation for USDC members to talk to him individually and get more information. This will be a good, solid business opportunity for our members, so be sure to save the date and attend.

As a reminder, it will also be the last USDC meeting for the year, as is our tradition to take December off. So we look forward to seeing all of you for the last time in 2010! Below are the details of the November meeting/luncheon:

When: Thursday, November 18, 2010, from 11:30 – 1:00 pm

Where: Wells Fargo Center – 11<sup>th</sup> floor (229 So. Main St. Salt Lake City) Parking validations will be available.

Lunch will be provided and is free for all USDC associate and major members (one free lunch per membership). \$15.00 for additional members and guests. Please RSVP by Tuesday, November 16<sup>th</sup> at our website: [www.usdcutah.org](http://www.usdcutah.org) or by contacting Randi Ruff at [ruff@purchasing.utah.edu](mailto:ruff@purchasing.utah.edu) 801-581-7450 or Gayle Gayler at [ggayler@slco.org](mailto:ggayler@slco.org).

NOTE: There is a free Marketing Workshop on November 10<sup>th</sup> from 10:00 am to 12:00 pm at the Salt Lake City Public Library about how to market businesses for the upcoming holidays. For more information see [www.angesoda.com](http://www.angesoda.com).

Kind Regards,

Chuck Spence, USDC President

