



Connect

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 2012

March 2012

Hello, USDC Members:

I want to report on our wonderful meeting in February. We asked Carlos Linares, new Regional Director of the Small Business Development Center located at SLCC to speak to us about the resources available to small businesses through the SBDC. If you were thinking that this was going to be a boring talk about business classes, you were wrong. Carlos brought a crazy amount of energy to his presentation.

The Small Business Development Center located at the Miller Campus of SLCC is a one-stop resource for all small businesses. Not only can you meet one on one with a counselor to evaluate your business, you can also meet with the Governor's Office – Procurement Technology Assistance office, the Manufacturing Extension Partnership, or the Women's Business Center. The SBDC is also host to a business incubator. If your business is at that stage and could use a place to call your office, give Carlos a call. He would be happy to help place you in an incubator, as well as answer any other needs you might have.

We also want to give Industrial Supply a big thanks for allowing us to meet in their conference center. The facility is easy to find, easy to park at and easy to be comfortable in.

March is a special month for the Utah Supplier Development Council. It is our annual meeting, and to celebrate, we are hosting a very special meeting. First off, we will be meeting at the wonderful ATK Conference Center up Ogden Canyon. I know many of you have been to a prior USDC meeting at the facility; I am really looking forward to experiencing it for the first time. Look for your invitation in the mail and mark your calendar for March 15th.

Secondly, we have a fabulous speaker lined up for the program, "Let's Get Social about Business." Our speaker, Alex Lawrence is a serial entrepreneur with a number of new companies under his belt. He understands small business because he has lived small business! He is well-versed on using social media to market your company and make connections with potential customers, investors and future employees. Alex is Utah's 5th most followed Twitter account with over 46,000 followers. Yes, you read that correctly: 46,000 followers! Besides his involvement in small businesses, Alex also teaches Internet Marketing and Entrepreneurship at Weber State University. He also writes a regular column for Utah Business Magazine. His schedule is so full that we feel very fortunate that he has agreed to speak to our group.

Our annual meeting is a great time to bring your bosses and let them know the value of belonging to the Utah Supplier Development Council. The benefit you receive by coming together monthly to network and make connections with larger companies in Utah is really invaluable. I hope you take advantage of your face time, especially to larger companies attending the meetings.

We look forward to seeing you at the Annual Meeting at the ATK Conference Center. Feel free to drop me an email if you have questions. I can be reached at mshein@slco.org.

Marian Hein
President, USDC