



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 2013

January 2013

Dear USDC Members:

A Happy New Year to all. I hope you had a great holiday season and that you are ready for the fabulous new year.

If you were with us last year, you know that we had some great events, starting with our Annual Meeting. Alex Lawrence provided us with some great ideas on how social media can be used for our businesses. He showed us how we can use Facebook, Linked In, Twitter, Pinterest and many others to promote our products and services. Another great meeting last year, featured Bidsync. We learned more about that service and how we can better utilize it to find available government bids.

Last year, we also hosted our first "vendor fair" on the patio of GOED's new offices. The unique venue was a fun backdrop for our first event. If you have suggestions on how we can make this year's event better, please let us know.

Another event that we co-sponsored this year was the Annual Procurement Symposium at the South Towne Expo Center. The Governor's Office of Economic Development did a great job of providing procurement training, as well as a large reverse tradeshow. Hopefully, you all had the opportunity to attend this event and meet some of the purchasing agents who were represented there.

Finally, we had another "first" event: Our *USDC Gives Back* meeting in November. We had the opportunity to donate blood at ARUP, as well as donate blankets to Primary Children's Hospital. That meeting also featured a great presentation on the Color Code. We found out what our colors are and how we can work more efficiently with others.

As we look forward to 2013, we have other ideas that will hopefully be as fun and successful as those planned for 2012. We would love to have some feedback from you and what types of meetings you would like to see for this year. The board is meeting next week to put together the schedule. Feel free to contact any of the board members with ideas.

In conclusion, I would like to give a big thanks to Industrial Supply for allowing us to utilize their wonderful conference room many times this year. I would also like to thank our outgoing chairman, Nancy Orton and outgoing President, Marian Hein, for the great leadership and support they have given this organization.

USDC is excited to welcome its new officers for 2013. The new officers are:

- Chair – Karl Harward (Salt Lake City Purchasing)
- President – Alex Quayson-Sackey (Governor's Office of Economic Development/ PTAC)
- Vice President – Laura Nordfelt (Hands On Promotions)
- Treasurer – Randi Ruff (University of Utah Purchasing Department)
- Recorder - Gerald Tramposh (ARUP)
- Immediate Past Chair – Nancy Orton (State of Utah Purchasing)

Our new Chair Karl Harward has been employed with the City of Salt Lake, Salt Lake City Corporation, as a Purchasing Consultant for 15 years. He works with many departments to write specifications for formal bids and proposals, and formal written contracts. Mainly, Karl works with the Salt Lake City Department of Airports. Before his time at the city, Karl worked for Amoco Corporation as a Purchasing Agent. Karl earned his MBA from the University of Phoenix and has an undergraduate degree in Business from the University of Phoenix. He is excited to be involved with USDC and enjoys helping small businesses and encourages them to get registered to bid, and helps small businesses by explaining the bid process thoroughly so they know what to expect. Karl has been involved with USDC for about 12 years.

We want to thank each of you as members of USDC for your support. Our effort is to make USDC an organization that supports you and your business goals. Please join us at our first General Business Meeting of the Year on January 24th, 2013 at 11:30 AM. The venue will be the Industrial Supply Conference Center, 1635 South 300 West Salt Lake City, UT 84115.

Wishing you the best in 2013, and we hope that you are excited to work with USDC again to make great things happen.

Alex Quayson-Sackey
President