

INTRODUCTION

May's feature article addresses the procurement process with state agencies and the role that Iowa Prison Industries plays in that process. This month we also request your feedback specifically on the monthly TSB newsletter and the potential TSB vendor fair targeted for fall.

Procurement Spotlight: Iowa Department of Natural Resources

The mission of the Iowa Department of Natural Resources (DNR) is to conserve and enhance our natural resources in cooperation with individuals and organizations to improve the quality of life for Iowans and ensure a legacy for future generations. The vision of the DNR is to lead Iowans in caring for the state's natural resources. In order to accomplish the mission, the DNR purchases a wide range of products from fish products and printing services to major construction equipment. The purchasing department at the DNR constantly strives to find the best product for the best price while utilizing government procurement guidelines.

It may surprise you to learn that the DNR is responsible for many major construction projects. These projects are posted on the TSB website on a continuous basis each month. The DNR purchasing agent also encourages all employees to scan the *Continued on next page*

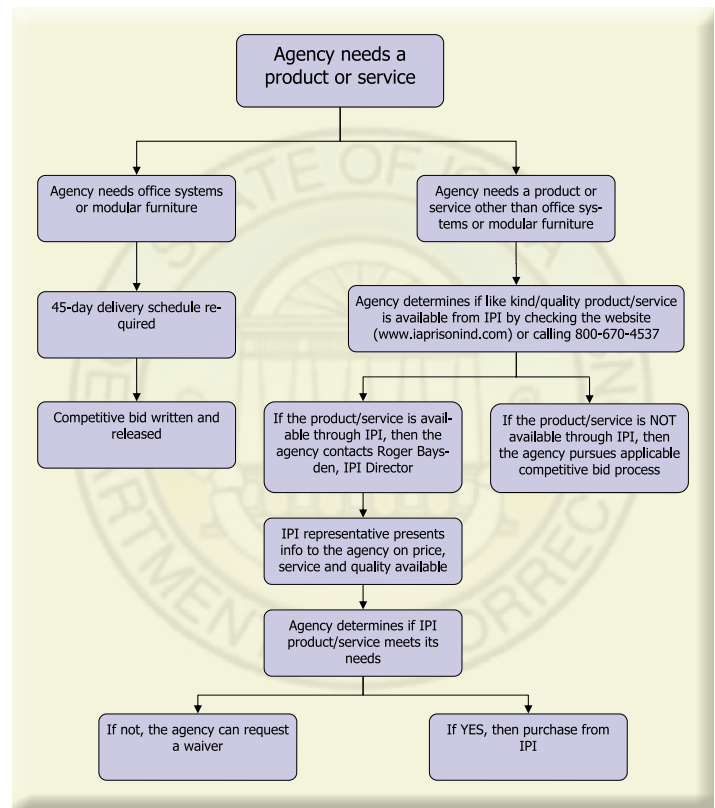
State Procurement Process

As a Targeted Small Business (TSB) it's important to be aware of the rules guiding the state procurement process and the impact those rules may have on how you do business with the State of Iowa. In response to questions we've received from our certified TSBs, we've provided the process and rules as well as an overview of the role that Iowa Prison Industries (IPI) plays in the state procurement process.

Iowa Code Section 904.808 outlines state purchasing requirements. The statute states that agencies shall not purchase from a source other than IPI, except when the purchase is under emergency circumstances, when the agency receives a waiver from IPI after mutually determining that IPI is unable to meet the performance characteristics of the purchase request, or when an agency purchases a product from a targeted small business for \$10,000 or less. **Essentially, all purchases by state agencies must be approved by IPI unless the purchase is for \$10,000 or less.** The flowchart to the right demonstrates the process that state agencies must follow. We hear many of you

have established productive relationships with state agencies and are reaping the benefits of becoming a certified TSB. On the other hand, we also hear from TSBs who have experienced frustration with the current purchasing process. If there is an aspect to the state procurement process that is particularly challenging, or if you have ideas to improve the process, please let us know. You may submit your procurement ideas at smallbusiness@iowalifechanging.com and also are encouraged to bring them to the attention of your state representatives.

Together we can work to make the process even better.



Procurement Spotlight: *Iowa Department of Natural Resources*

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TSB business website when they require a product or service. DNR's central office is located in Des Moines but DNR staff work in every county of the state. No matter what your location, the DNR may have either product and/or service needs in your area. For more information in regard to construction bid lettings, access the DNR website at www.iowadnr.com. For other questions regarding DNR purchasing procedures contact Linda Miller, DNR Purchasing Agent, at 515-281-3345.



FIVE TSBs AWARDED IN APRIL

Connie Brown d/b/a Inwood Insurance

Agency in Inwood – Connie Brown has been an insurance agent for 8 years and will now open her own independent agency in Inwood, Iowa, specializing in crop insurance. The Inwood Insurance Agency has been awarded a \$6,800 loan for the purchase of equipment, furniture and supplies.

Steven Ramirez d/b/a World Wide

Transportation & Logistics in Davenport – Steven Ramirez is transitioning his home business into a commercial location to expand his delivery services. He has been awarded a loan for \$45,000 to purchase a fork lift and tractor trailer.

Maria White d/b/a Maria's Gifts in

Monticello – Maria White has created hand painted custom ceramic pieces for several years. To expand the business Maria's Gifts was awarded a loan for \$23,000 to purchase a clay mixing machine.

Betty Cox-Kutzner d/b/a Quality Care

Children's Center in Nevada – Betty Cox-

Kutzner is opening a new child care center in Nevada, Iowa, offering preschool, and before- and after-school programs in her new center. She has received a loan in the amount of \$38,000 to purchase equipment, inventory and supplies.

Carla Boddicker d/b/a A Place to Land in

Tipton – Carla Boddicker is opening a coffee shop/bakery in Main Street, Tipton. Currently, the nearest coffee shop is 20 miles away. A Place to Land will offer coffees, "Gelato" among other desserts, and will have a game room to attract local students. She has been awarded a loan for \$27,700 for this new business.

Your TSB could be the next award recipient! The submission date for the financial assistance application is the fourth Friday of the month. The TSB Loan Review Board meets to take action on applications on the third Wednesday of every month. Visit the TSB web page <http://www.iowalifechanging.com/business/tsb.html> for more information.

TSB Vendor Fair

You may remember the article in April's issue about a potential TSB vendor fair slated for sometime this fall. We want to give you at least one more opportunity to shape this event to best meet your needs. If you have ideas on speakers, sessions or topics, please send them to us at smallbusiness@iowalifechanging.com or call 1.800.532.1215.

Feedback on Newsletter

We started this newsletter in January 2008 as a way to connect TSBs with resources and information to help start, expand and increase the success of the business. Is this newsletter meeting the needs of your targeted small business? Is it helping you to grow your business and foster relationships with state procurement agents? If this newsletter is providing you with the information you need, or if there are other items of interest we should be providing, send a note to smallbusiness@iowalifechanging.com or call us directly at 1.800.532.1215.

Why Iowa Loves Small Business...

from the U.S. Small Business Administration

- The latest figures show that small businesses create 60 to 80 percent of America's net new jobs.
- There are approximately 5,500 minority-owned businesses and 63,800 women-owned businesses in Iowa, and almost all of them are small businesses.
- Small businesses are 97 percent of America's exporters and produce 28.6 percent of all export value.
- Home-based businesses account for 52 percent of all small businesses.
- Small businesses employ 53.2 percent of Iowa's non-farm private sector workers.
- The 261,800 small businesses in Iowa are located in every community and neighborhood.
- Small patenting firms produce 13 times more patents per employee than large patenting firms.
- Small businesses create more than 50 percent of America's private non-farm gross domestic product (GDP).
- Small businesses make up 97.5 percent of all Iowa employers.

CHECK HERE FOR UPCOMING EVENTS

www.iowalifechanging.com/business/tsb.html



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