



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 2009 Goals

February 2009

President's Message

Much has been said about the economy, and we are all feeling it in one way or another. Recently, I took a survey to see how small businesses are dealing with this crisis. Since all of our USDC Associate Members are small business firms, you may be interested in the findings. Here are the results:

41% reported losing sales	27% reported flat revenues	16% reported growth
65% reported no layoffs	22% reported they have had layoffs	

Alternative Business Methods Being Utilized:

20% are cutting costs	18% are diversifying product lines
20% are increasing sales & marketing techniques	10% are marketing government more

Other Alternatives Mentioned:

Reducing employee hours	Bonuses Suspended
Pay Cuts	Reducing Inventory

USDC is trying to facilitate business opportunities for our members, and a good prospect will be our next USDC Monthly Meeting/Luncheon with BD Medical.

Date: Thursday, February 19, 2009
Time: 11:30am – 1:00pm
Place: BD Medical – 9450 So. St. Sandy, UT.

Please enter the plant from 9560 S. State Street (next to the Mexican restaurant). Park anywhere there is an available spot. Enter the plant at our South Security Door (in the back) and sign in. Please prepare to show a picture ID. Someone will escort you to the conference room.

BD Medical is a medical technology company that serves healthcare institutions, life science researchers, clinical laboratories, industry and the general public. BD manufactures and sells a broad range of medical supplies, devices, laboratory equipment and diagnostic products. BD is headquartered in the United States and has offices in nearly 50 countries worldwide.

USDC has provided member information, including company products and services to Jessica Olsen, Materials Manager, our host for BD Medical, so she can have the appropriate personnel present to talk to each of you individually.

FREE LUNCH!!!! USDC has created our own Stimulus Package! Starting with our February meeting, USDC luncheons will be free to all current Associate Members (one free lunch per membership). For Major Members and guests, the cost is \$15.00.

**Our Annual Membership Drive is in February. To renew your membership, or join USDC, go to our NEW website at usdcutah.org. Fill out the application under the Membership menu. You can pay the Annual dues on-line with a credit card or pay with a check at the Monthly Meeting, or by mail.

You can also RSVP for the Monthly Meetings on the website – Hope you check it out!!

Best Regards,
Chuck Spence, USDC President