

Iowa's TSB Procurement Goals

Iowa's TSB program has been working with all of the state agencies to establish TSB procurement goals for FY 2009. Per HF890, all goals will be in the form of a dollar amount and should be more robust than last fiscal year's purchase amount. So far the effort has been successful with about 70 percent of the agencies identifying their TSB procurement goal for the coming year. A spreadsheet with this information will be posted on the TSB website when all goals are finalized.

Remember, state agencies may go directly to the TSB without a waiver from Iowa Prison Industries (IPI) or a competitive bid for purchases under \$10,000.

For those readers representing a state agency, please remember to check the certification site for a TSB at <https://dia.iowa.gov/tsb/index.php/search>. If you don't find the goods or services that you need, let us know by sending an email to smallbusiness@iowalifechanging.com so we can focus our marketing efforts towards small businesses offering the goods and services you need!

PLEASE NOTE: The Targeted Small Business Link will now be published quarterly. Look for your next electronic issue of this TSB newsletter to arrive at your inbox in October 2008.

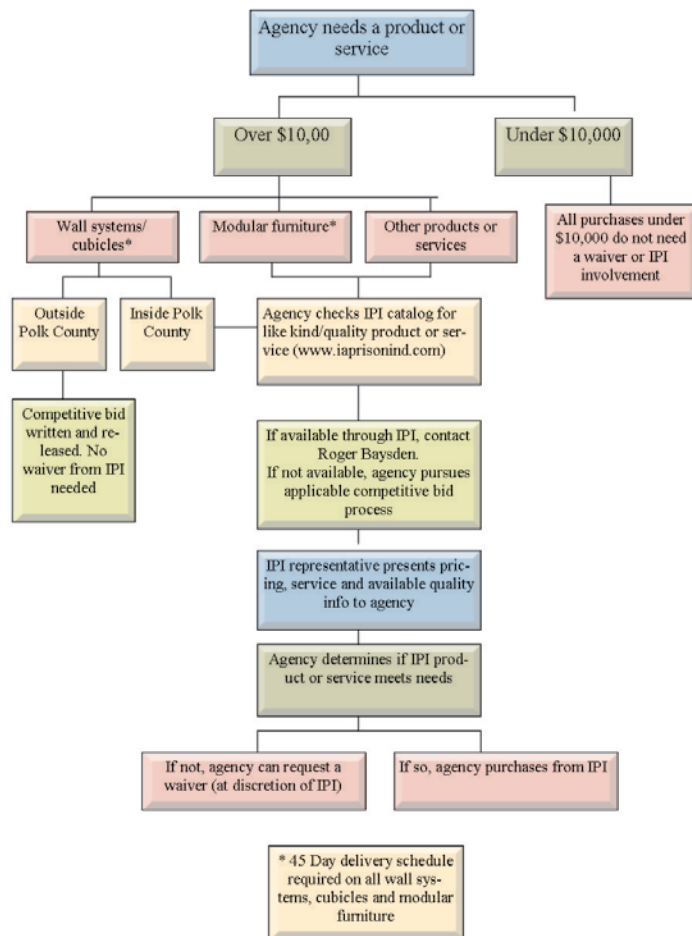
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State Procurement

In May's TSB newsletter, we published a chart that illustrated the state procurement process. We received quite a few questions on that specific article, which prompted us to further clarify the role of Iowa Prison Industries (IPI) within the procurement process. Because procurement is such an important benefit for certified TSBs, we want to make sure the chart clearly outlines the process for you.

In addition to the chart, here are a few key items to note:

- All state purchases under \$10,000 do not need a waiver or IPI involvement if purchased from a TSB.
- There is a difference in the process if the product in need is wall systems/cubicles or modular furniture.
- All competitive bids must be posted on the TSB 48 hour website that is both secure and only available to certified targeted small businesses.



NEW TSB AWARDS

In June the TSB Program made three financial assistance awards to certified targeted small businesses.

Elizabeth Smith, owner of All Good Things Therapeutic Massage in Cedar Rapids, was awarded a \$9,000 loan with a four percent interest rate to be paid back over a five-year period.

Alice Evans and **Cheryl Smith**, owners of My Personal chef d/b/a/ Garnish That Food in Cedar Rapids and Central City, were awarded a \$16,000 loan with a four percent interest rate to be paid back over a five-year period.

Doris Kay Gorius, owner of Cookin' Something Up in Dubuque, was awarded a \$50,000 loan with a four percent interest rate to be paid back over a five-year period.

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.

More TSB Technical Service Providers

The TSB Program is currently identifying additional technical service providers to provide assistance to TSB award applicants and recipients with management skills, personnel assistance, inventory control procedures, financial controls assistance and marketing needs. Iowa's TSB program currently contracts with four technical service providers to work with small businesses. Visit <http://www.iowalifechanging.com/business/tsb.html> for information on TSB service providers.

CHECK HERE FOR UPCOMING EVENTS
[www.iowalifechanging.com/
business/tsb.html](http://www.iowalifechanging.com/business/tsb.html)



TSB Spotlight

Perspective Consulting Partners is an independent consulting firm specializing in employee benefits. It provides solutions for both public and private employers for medical, dental, vision, life insurance, disability, long term care, wellness, and employee assistance programs.



Perspective Consulting Partners begins its services with an overall benefit program strategy and integration, then narrows services down to detailed, day-to-day benefit assistance when marketing, placing, implementing and maintaining benefit plans. Perspective takes the time to learn about the business and culture and the impact on

company benefit decisions. Attention is focused on employee benefits so that its clients' focus can remain on their business at hand.

For additional information on how Perspective can "benefit" your organization, contact Stacy Wanderscheid at 515.875.4838, by e-mail at stacyw@PerspectiveCP.com, or visit our website at www.PerspectiveCP.com.

Tero International is a training and development organization that helps organizations achieve greater levels of success by helping team members strengthen skills in areas including: presentation, leadership ability, image, team building, goal setting/time management, international etiquette or sales and service. Change continues at a breathtaking pace within organizations. Competitors copy processes and technology advances at lightening speeds. The competitive edge in any industry will go to those who invest in the inventories that are the most difficult for the competition to copy - their human inventories.



Whether your people are developing new skills for new challenges, or making career transitions inside an organization, Tero provides both career and personal growth programs to maximize the effectiveness of your people. Tero partners with clients to combine the latest research in training and development and the most relevant innovations in managing change for the specific needs of your organization.

Tero's staff of experienced consultants offers organizations a professional and personal approach to skill development. Whether you select a motivational speech or an extended workshop, Tero's professional development programs offer the people in your organization a learning experience like no other. Tero is proud to serve clients at locations in Iowa and around the world. Its experience in the diverse fields of business, industry, government, healthcare, associations and education make Tero International uniquely qualified to customize each service to each client's specific needs. Take a look at what Tero can offer your organization at www.tero.com. Tero International, Inc. is 100% owned by women and is a Certified Targeted Small Business.

Plan de Trabajo is a new program created by the Iowa Division of Latino Affairs (IDLA) that evolved from a series of business breakfasts. The objective of *Plan de Trabajo* is to educate Certified Targeted Small Business owners in various facets of business to give them the tools they need to create a business plan and strategize for future growth. IDLA will be hosting an informational session on this program in the coming months, so keep informed by visiting our website at <http://www.iowalatinofairs.org> and click on the link *Plan de Trabajo*.

