

One Year Anniversary Issue

OSD Link



CONNECTING MINORITY VENDORS WITH GOVERNMENT SPENDERS

From the Executive Director

Greetings to all certified minority-, women-, and service-disabled veteran business enterprises! With your support and overwhelming response, this month we celebrate the one year anniversary of the OSD e-newsletter. We use this to increase our communication and share important information with you on a monthly basis. Our staff works hard to produce a meaningful e-newsletter with important updates, bid opportunities, business development workshops and special notices.



On February 1, we released our annual report detailing spending in fiscal year 2007-2008. Our data shows the state has spent nearly \$3 billion with smaller businesses during tough economic times. This shows the strength of Florida's supplier diversity program as we continue to serve as a model for large, medium and smaller states.

I truly appreciate your feedback and ideas you have shared with us. I want to personally encourage you to continue to send your thoughts, suggestions and concerns on how we can better serve you. Thank you for your continued support and I hope you enjoy this issue.

Torey L. Alston
Executive Director

Certified Business Enterprise Spotlight



Data Voice Inc. is an award-winning high technology company offering a variety of business, technical, scientific, and engineering solutions to meet a business' telecommunications, electronics manufacturing, and information technology needs. For more information on this firm, please visit www.data-voice.net or contact James Witherspoon at (321) 724-1231.

To become a CBE Spotlight please contact Carla Pierre at (850) 487-0915 or Carla.Pierre@dms.MyFlorida.com.

How to Compensate Board Members for Your Company

When searching for valuable members to sit on your company's board, ask what you as an entrepreneur can offer prospective board members, in addition to asking what the board members can do for your business. This kind of thinking helps attract a devoted, well-respected board.

High caliber business people consider four factors when asked to join the board of directors of a promising startup company.

Personal Integrity Experienced business people understand that there will be unforeseen problems associated with developing first products and generating meaningful revenues. What they don't accept is any delay in learning about potential company problems from management. Early stage entrepreneurs who promise to deliver the bad news just as fast as the good news in an honest, straightforward way will impress prospective board members.

Skilled financial management Most first-time entrepreneurs don't appreciate that privately-held companies' board members assume certain financial liabilities for management mistakes. For example, if a company fails to pay wage taxes, board members can be held personally liable for the tax payment shortfall including interest and penalties. For this reason, many knowledgeable business people turn down board seats until the company can afford Directors and Officers Liability Insurance, have reliable financial systems in place and have raised a certain amount of money to pay monthly operating and tax obligations.

Willingness to collaborate Short-sighted entrepreneurs tend to look to their boards for fast approvals rather than purpose-driven discussion. The best board members can help entrepreneurs avoid costly mistakes, provided of course, they are willing to pay attention to constructive criticism and guidance.

Compensation Cash-starved companies offer prospective board members stock options or common stock as compensation for the contingent risks and time associated with board membership. Once a company reaches a comfortable level of cash flow and profitability, board members may receive a cash fee for board meeting attendance.

The most valuable board members are always thinking about what is in the best interests of a company. Early stage company board membership is not about ego or compensation. It's about building companies in a responsible, productive way. To the extent that you represent these values, board members will be pleased to support your cause.

Do you want to find reliable investors for your business? Write to Susan at susan@takecommand.org for great funding references and tips especially designed for startup entrepreneurs, sole proprietors and fast growth companies.

Source: Susan Schreter

Tips for Success

Do you need a duplicate copy of your **certification certificate**? Contact the Office of Supplier Diversity at OSDHelp@dms.state.fl.us to request a copy and within 24 hours we will e-mail a duplicate certificate to the address listed in MyFloridaMarketPlace.com. For more information contact the Office of Supplier Diversity at (850) 487-0915.

Have you recently moved, changed your telephone number or e-mail address? Please remember to **update your contact information** and commodity codes at <https://vendor.myfloridamarketplace.com>. For assistance please contact the MFMP Helpdesk at (866) 352-3776.

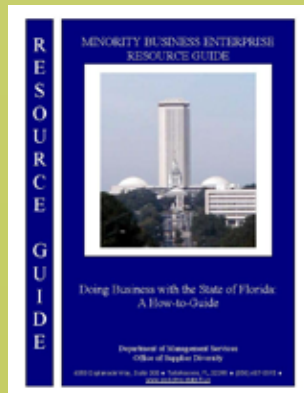
As a registered state vendor, you can receive **electronic notification of solicitations** and purchasing opportunities in the State of Florida. All you need is a working e-mail address to receive the updates. Please visit: http://vbs.dms.state.fl.us/vbs/main_menu



Regional MatchMaker 2009 coming to a city near you. Regional MatchMakers begin in March 2009. Please visit www.osd.dms.state.fl.us for event updates.

News Flash

As a State of Florida certified business enterprise you are entitled to receive our new and improved *Resource Guide*, exclusive to state certified women, minority, and service-disabled veteran business enterprises. This *Resource Guide* provides contact information for state agencies, universities, municipalities, cities and counties purchasing officials as well as several business support organizations. We are sending a copy of the *Resource Guide* along with this month's *OSD Link*.



Bid Opportunities

The Department of Corrections is requesting bids to secure competitive bids from qualified vendors to provide Concrete Masonry Units (CMU Blocks), Mortar and Related Accessories for two new dorms being constructed at Central Florida Reception Center in Orlando. For more information about bid 08-CFRC-8040R, visit http://vbs.dms.state.fl.us/vbs/main_menu or call Linda Gilyard at (850) 921-0767.

The Florida Department of Education is requesting an Invitation to Negotiate to procure short-term food service management to assist the Division of Blind Services in an effort to maintain existing food service opportunities for DBS licensed/trained blind vendors. Visit http://vbs.dms.state.fl.us/vbs/main_menu or call ReGina Johnson at (850) 245-9173 for information about ITN 2009-11 PN 1.

The Florida Department of Transportation requests competitive sealed bids for the renovation of the Lake City District Office restroom. Selective demolition, new walls, new doors and frames, new floor tile, new fixtures, new countertops and painting. For more information about bid E2M24, visit http://vbs.dms.state.fl.us/vbs/main_menu or call Patsy Elkins at (386) 758-3703

Florida Atlantic University is soliciting an Invitation to Negotiate from qualified vendors to provide athletic signage and sponsorship for the new stadium. For more information about ITN 090-540, visit http://vbs.dms.state.fl.us/vbs/main_menu or call Nicholas Toropainen at (561) 297-3087.

Important Links to Remember

Vendor Bid System

Register to receive solicitations from the state for business. http://vbs.dms.state.fl.us/vbs/main_menu

Office of Supplier Diversity

Provides important certifying information for minority, women, and service-disabled veteran business enterprises within the state of Florida. <http://osd.dms.MyFlorida.state.fl.us>

Florida Department of Veterans' Affairs

Information and resources for Florida's veterans. <http://www.floridavets.org/>

Florida Procurement Technical Assistance Center

Assistance, at no charge, for any Florida firm in all phases of conducting business with federal, state and local governments. <http://fptac.org>

Florida Small Business Development Center

Assistance to start, grow and succeed, as a business in Florida. <http://floridasbdc.org/>