



# SmallBiz Newsletter

Jan. 2005

Vol. 2



**HOPE YOUR HOLIDAY'S WERE  
FANTASTIC AND THE NEW YEAR  
WILL BRING YOU HEALTH AND  
HAPPINESS !!!!!!!**

**We ARE going to meet DOE's  
challenge  
this fiscal year!!!!**

We have been challenged with tough goals this year and we ARE going to meet or at least come close to meeting them, because we're a great team.

## **Finding Small Business Sources**

In another effort to help us meet our SB goals (company wide and your personal goals) in FY05, I will be setting up meetings with each one of you to discuss how I can help you.

We are trying to utilize existing suppliers in our database, basically BECAUSE it is expensive to set up new suppliers.

So, our first attempt was to go through the top 100 BIG businesses in our database and the dollars we spent with them in FY04 (this equaled 35 pages). Then, I narrowed it down by BIG businesses with dollars spent over \$100,000 (this equaled 7 pages – much better).

Then, I broke the list down by Buyer/Contract Specialist. This is what I would like your help with. Advising me what you originally bought from the BIG business listed, if it was a sole source buy (if yes, then never mind the rest), and I will try to find an existing SB in our database or a new SB to buy that product and/or service from.

### **Tentative Buyer/CS Schedule**

Ari Brown	1:00 Wed 1/19/05
Linda Commander	1:00 Fri. 1/28/05
Cheryl Eleazer	1:00 Fri. 1/21/05
Phil Gardner	1:00 Thurs. 1/27/05
Pat Jencius	10:00 Mon. 1/24/05
Jody Mitchell	1:00 Thurs. 1/20/05
Dave Paveglio	10:00 Fri. 1/28/05
Carol Pulley	10:00 Fri 1/21/05
Chris Robertson	10:00 Thurs. 1/20/05
Robert Weeg	10:00 Thurs. 1/27/05

If these date/times are not convenient for you please let me know & I will reschedule you. I only need about 10 to 20 minutes of your time.

Let's think out of the box and come up with creative ways to buy from SB rather than BIG, on products/services we always bought from BIG.

## **Beware if you use GSA's Subcontracting Directory**

If you use the General Services Administration (GSA) Subcontracting Directory, ([www.gsaelibrary.gsa.gov/ElibMain/ElibHome](http://www.gsaelibrary.gsa.gov/ElibMain/ElibHome)) let me warn you that sometimes it shows that the business is a Small Disadvantaged Business (SDB), **BUT** the company does **NOT** show up in the Central Contractor Registration (CCR) ([www.ccr.gov](http://www.ccr.gov)) as being a SBA certified SDB.

The Small Business Administration's (SBA) CCR database is the **ONLY** database we can go by to accept SDB or HUB certification

## **Tell Jill Corner**

Tell me what you would like to see in YOUR newsletter. What type of information will help you do your job better? I'll research it for you.

## **Highlight of the Quarter:**

Doesn't anyone want to be recognized for doing a great job? To date I have not received anything from anyone.

## **Observing What Dogs Do, Can Teach Us How We Can Lead A Better Life.**

1. Never pass up the opportunity to go for a joy ride,
2. Allow the experience of fresh air and the wind in your face to be pure ecstasy,
3. When loved ones come home, always run to greet them,
4. When it is in your best interest, practice obedience,
5. Let others know when they have invaded your territory,
6. Take naps and then stretch before rising,
7. Run, romp, and play daily,
8. Eat with gusto and enthusiasm,
9. Be loyal,
10. If what you find lies buried, dig until you finally get it,
11. Never pretend to be something you're not,
12. When someone else is having a bad day, be silent, sit close and nuzzle gently,
13. Thrive on attention and let people touch you,
14. Avoid biting when a simple growl will do,
15. On hot days, drink lots of water and lie under a shade tree,
16. When you're happy, dance around and wag your body,
17. Delight in the simple joy of a long walk,
18. No matter how often you are scolded, don't buy into the guilt and start to pout. Rather, run right back and make friends.

**Let's use these points to build a stronger TEAM.**