



Jill Lippincott
Project Manager
Iowa Economic Development Authority

WHAT IS A TARGETED SMALL BUSINESS?

- **Created in 1986**

- Includes a certification program, benefits for state procurement and financial assistance

- **Why?**

- Commitment to doing business in diverse markets
- Showcases the state's interest in and commitment to the economic growth of all communities
- Promotes innovation through the entrance of new products, services, and solutions
- Provides multiple channels from which to procure goods and services
- Drives competition (on price and service levels) between the existing and potential vendors



SUPPLIER DIVERSITY:

An organization's efforts to include different categories of suppliers in its sourcing process and active supply base and to address the opportunities and challenges that arise from differences and similarities.

- Proactive business process that seeks to provide diverse suppliers equal access to purchasing opportunities
- Promotes supplier participation reflective of a company's diverse customer base and the diverse business community

THE AMOUNT THE STATE OF IOWA PURCHASED

\$44,531,391.02

FROM TARGETED SMALL BUSINESSES IN FY 19

TSB LOAN AMOUNT

\$50,000

FOR TARGETED SMALL BUSINESS OWNERS

NO. OF HOURS TARGETED SMALL BUSINESSES

48

RECEIVE ADVANCE NOTICE OF STATE BID POSTINGS

TARGETED SMALL BUSINESS PORTAL

Search the TSB Bid Opportunities

Use the fields below to search for Bid opportunities...

Reference Number

Division

Procurement descriptions

NIGP Code

NIGP Link

NIGP Search

Search



TSB 48 Hour Search Results

Reference Number: RFB0319671051

Click here to view additional RFP documents/information that have been uploaded with this reference number:

RFB0319671051

Contact Person: Julie Janssen

Business Phone Number: 5152815602

Contact E-mail Address: julie.janssen@iowa.gov

State Agency: Administrative Services, Dept

Procurement County:

Bid Entry Date: 03/28/2019

Bid Expiration Date: 04/15/2019

Bid Opportunity Description: The Iowa Veterans Home is seeking eligible bidders to provide Hospital Grade Queen Size beds to its facility. Bidder will submit one electronic copy of their completed RFB Document and insurance certificate with their bid. Internet Explorer is required to respond in Iowa Vendor Self Service. No faxed bids will be accepted.

Reference Number: 19-04-69-04

Click here to view additional RFP documents/information that have been uploaded with this reference number:

19-04-69-04

Contact Person: Kim Bohlen

Business Phone Number: 5157250733

Contact E-mail Address: kim.bohlen@dnr.iowa.gov

State Agency: Natural Resources, Dept Of

Procurement County: Montgomery

Bid Entry Date: 03/27/2019

Bid Expiration Date: 04/18/2019

Bid Opportunity Description: This project consists of installing portland cement concrete pavement for a proposed building and 2 paved handicapped parking spaces at the boat ramp parking area located at Viking Lake State Park in Montgomery County, Iowa and includes grading, subgrade preparation, installing reinforced portland cement concrete pavement for a loop drive along with parking areas and an access lane, installing a reinforced portland cement concrete sidewalk, installing precast concrete wheel stops and pavement markings and handicap signage for the parking areas. For project documents, including drawings, specifications, proposal forms and addenda items, please contact: Beeline and Blue 2507 Ingersoll

TARGETED SMALL BUSINESS PORTAL

TSB Bid Notifications

Iowa Economic Development Authority enables TSBs the ability to be Notified as Bid Opportunities become available through the state's procurement department. After creating a TSB Bid Notification, as bid opportunities become available, the TSB will receive an email for each bid opportunity that matches their NIGP code preferences.

How to create a Bid Notification:

Step 1) Click add Bid Notification

Step 2) Add the e-mail address at which you would like to receive notifications. Example: tsb@email.com

Step 3) Add a comma separated list of NIGP codes that are of interest to you. Example: 025, 031

To lookup your applicable NIGP code(s), [click here: NIGP Search](#)

Add Bid Notification

Email Address ↑

NIGP Commodity Code List

jill.lippincott@iowaeda.com

912



TARGETED SMALL BUSINESS PORTAL

A state of Iowa bid opportunity matching your criteria has been posted! IEDA:0029485



IEDA Dynamics

To ● Lippincott, Jill [IEDA]



R

A bid was recently posted to the state of Iowa's 48-hour advance notification site for Targeted Small Business that matches the criteria you selected in the TSB bid site.

Please click the link below to view the bid within the next 48-hours.

[Iowa Bid Opportunity - RFQ0319259046](#)

The bid will be live on the TSB bid site for 48 hours before it appears on the state's public bidding site. If you do not view the bid within the 48-hour advance notification window, please use the following link to search for all bids on the state's public procurement site:
<https://das.iowa.gov/procurement/vendors/how-do-business/bidding-opportunities>

Please send any questions to:

Jill Lippincott, TSB Project Manager

jill.lippincott@iowaeda.com

515-348-6159

WHY BECOME CERTIFIED?

NETWORKING



MEDIA



SEARCH



PROMOTION



SOCIAL

Search the Targeted Small Business Directory

SEARCH

Use the fields below to search for Targeted Small Businesses matching the criteria entered. Start your search broadly, searching on just one field, and then add additional fields to narrow the list of businesses retrieved.

To make multiple selections in the Service Category or County drop-down lists, click the box next to the category or county. Results retrieved will include businesses with any of the selections made from the drop-down list.

TSB Type	<div>None selected ▾</div>	Business Name	<div></div>
Product/Service Category	<div>None selected ▾</div>	Business Address	<div></div>
Product/Service Description	<div></div>	Business City	<div></div>
NAICS Code	<div></div>	County	<div>None selected ▾</div>
NAICS Link	NAICS Search	Business Zip	<div></div>
NIGP Code	<div></div>		
NIGP Link	NIGP Search		



Please note that not all businesses may have an NAICS or NIGP code associated to them. To search multiple codes, separate each code with a comma and a space.

Search

“At Alliant Energy we recognize the value of contracting with local businesses and having diversity in our supplier base. ... That's why we're really excited about the new Targeted Small Business portal. This will make it so much easier for us to identify Iowa businesses that can be potential bidders for our projects.”

Jeanine Penticoff,
Vice President of Customer
Engagement and Solutions
Alliant Energy

Business Details



Business Name *	Effective Date
CKJ Enterprises, LLC DBA R Jones Collision 1	4/16/2018
Business Type *	TSB Type
Limited Liability Co.	Woman
Date Started *	
3/1/2015	
Business Description	Renewal Date
We are a collision repair facility. We offer a number of services. Collision repair and painting, hail repair, windshield repair or replacement, vehicle detailing, frame repair, buffing and touch up, dent and ding repair, detailing, paintless dent repair	4/16/2020

“Conference Event Management has benefited from being certified as a Targeted Small Business in Iowa by opening up doors for large supplier / diversity departments who wouldn’t otherwise be able to consider using us for their professional hotel and cruise site selection & contracting and our event planning services.

In addition, the networking between other TSB members and the promotion of our company has been extremely beneficial.”

MICHELLE DECLERK,
OWNER
CONFERENCE EVENT
MANAGEMENT







Clarified Design
 July 28 at 7:38am · 🌐

Did you know we're a state of Iowa Targeted Small Business? That means we're certified by the Iowa Economic Development Authority as a woman-owned business and have its stamp of approval...literally!



 Like
  Comment
  Share


 13
 Chronological ▼


 Iowa Economic Development Authority Congratulations on becoming a Certified TSB! Thanks for sharing.
 Like · Reply · 3 hrs



Pareti Mobile Walls, LLC ✓
 April 13 at 10:20am · 🌐

On January 18, 2018, Pareti Mobile Walls, LLC received a Targeted Small Business Certification. The Targeted Small Business (TSB) program is designed to help minorities, women, service-connected disabled veterans, and people with disabilities to start or grow a small business in Iowa. Pareti Mobile Walls, LLC is a 100% female-owned business. The TSB certification allows Pareti to have access to state procurement opportunities 48 hours in advance of the state's RFQ postings, as well as other benefits, including networking with other business owners, purchasing managers, and private buyers. [213 more words]

https://www.paretimobilewalls.com/.../targeted_small_business/



Pareti Granted Targeted Small Business Status - Portable walls, heavy duty mobile walls, trade show walls that look like actual walls, for museums, trade...



FinanSynergy ✓
 February 2, 2017 · 🌐

FinanSynergy and other small business certified Targeted Small Businesses in the State of Iowa want your business! Many benefits to hiring TSBs including supporting your local economy. Iowa Economic Development Authority Iowa Center for Economic Success CIRAS - Iowa State University Entrepreneurship at Drake University University of Iowa Venture School



SBA AWARDS TO TWO TARGETED SMALL BUSINESSES

August 3, 2017

Business Record

Monday PM Daily | April 30, 2018

State revamps Targeted Small Business Program

By Business Record Staff

The state has developed a new online application portal and an upgraded online directory for the [Targeted Small Business program](#).

The program is designed to help women, minorities, individuals with disabilities and service-disabled veterans start and expand small businesses. The certification, which is free, allows access to the state's procurement network, a listing in the directory, promotion, education and networking.

"Small business owners drive our state's economy, and their companies are the heart and soul of our communities," Gov. Kim Reynolds said in a statement. "Small businesses make up more than 99 percent of Iowa businesses, so it's critical we create an environment where diverse populations can prosper and small businesses can find opportunities and flourish."

The program is available to Iowa for-profit companies with less than \$4 million in annual gross revenue that are owned, operated or managed primarily by women, minorities, people with a disability or service-disabled veterans.

one organization every year to provide pro-bono work in the areas of marketing, communications and branding. Capture Marketing, a woman-owned TSB, is led by president Natalie Battles and has grown to ten

building in Alta, Iowa to house its business and be available to rent for graduation parties and family gatherings. PeopleWorks expanded in 2017, adding a learning

HIGHLIGHTS, CONTINUED

Katie Wilson, TapOnItMobile Deals

Katie Wilson, owner of TapOnItMobile Deals in Davenport, was a finalist for a Women of Innovation Award from the Technology Association of Iowa for [Entrepreneurial Innovation and Leadership](#). TapOnItMobile helps businesses drive traffic and sales while helping customers save money.



Photo Credit: Technology Association of Iowa

Little Green Truck Coffee Company

Little Green Truck Coffee Co. in Auburn will be featured in the January issue of the Iowa Farm Bureau [Family Living](#) magazine. Owner Ellen Frank will also present the story of Little Green Truck Coffee Co. at the Annual Sci-Max Solutions Learning Group Seminar in Des Moines this January.



International Veterinary Supplies

Small business administrator, Linda McMahon, visited Des Moines as part of the SBA's IGNITE tour. During her visit, McMahon toured International Veterinary Supplies, a recently certified TSB that sells veterinary supplies worldwide.



Michelle Bates, BluPrairie

BluPrairie Founder and CEO, Michelle Bates of Coralville, received a Women of Innovation award from the Technology Association of Iowa for [Leadership Innovation](#). BluPrairie is an independent cloud strategy and design partner that helps businesses, governmental agencies, start-ups and institutions of higher education leverage new technology to do business differently.



Photo Credit: Technology Association of Iowa

Michelle DeClerk, Conference Event Management

Michelle DeClerk, owner of Conference Event Management in West Des Moines was recognized in the U.S. House of Representatives by Congressman David Young for her advocacy for women business owners and winning this year's Small Business Administration Women Business Champion of the Year award.



Tamara Brunow, H2W Apparel

Tamara Brunow, owner of TSB-certified Brunow Contracting, received recognition from both WOWTV Business Journal and The Daily NonPareil for her launch of H2W Apparel, an apparel company for women of all sizes.



Brunow recently also received recognition as a member of the Midlands Business Journal 2017 class of 40 Under 40 in the Greater Omaha, Sarpy County and Council Bluffs areas.

Ying Sa, CommunityCPA.com

Ying Sa, owner of CommunityCPA.com in Des Moines, received an award at Immigrant Entrepreneurs Summit (IES) in November for her 10 years work at IES as the chair and co-founder, and 20 years in her private practice, Community CPA. The award was a representation of the IES community, and more specifically, the business communities large and small in Iowa. To echo the words on the award: "In admiration and gratitude for her brilliant mind, tireless dedication and boundless compassion" towards all people in business, which has thus far impacted the economy of Iowa for the better. More than 900 participants attended this year's IES event, representing more than 57 countries. Since 2008, more than 1,200 new companies have been founded by IES attendees, creating 6,285 jobs.



Zao525

iMarketer, a Zao525 designed and launched company, placed among Media Temple's 2017 "Made Like It Matters" contest winners. The Made Like It Matters contest features projects that excel in creativity and passion for cause. Zao525, located in Ames, was thrilled to see iMarketer receive such national recognition, placing third in the contest. Even more, Zao is proud to have created a brand which enables women to have the work-life integration they've always wanted.



Have you or your business been recognized locally for a professional achievement? Send a link to the announcement, a description of the recognition and a photo to be included in our next quarterly newsletter.

Iowa Economic Development Authority
March 28 at 9:24

We love seeing our Targeted Small Business (TSB) winners. Congratulations to CocoRoos for being a Must-Have for Spring!



CocoRoos is in Studio City, California.
March 27 at 6:21pm

Iowa Economic Development Authority
October 30 at 10:25 AM

So cool to see Golden Openings, Inc. featured on Met Life's small business series. Check out their video (and giant golden scissors) to help us celebrate #TSBTuesday!



METLIFE.COM
Golden Openings | MetLife
Golden Opening believes you have to make the most of a

Huge congratulations to Golden Openings, Inc. for being a Targeted Small Business (TSB) winner in the program!



Iowa Economic Development Authority
February 28

Iowa Economic Dev @BusinessIOWA · Oct 30
We spy a TSB winner! Congratulations to @stratafolio on receiving the People's Choice award at the Innovation Expo earlier this month. #TSBTuesday
bit.ly/2PxqnPA



On January 18, 2018, Pareti Mobile Walls, LLC received a Targeted Small Business Certification.
paretimobilewalls.com

more:
business focused



HOW TO BECOME TSB CERTIFIED?

www.iowaeconomicdevelopment.com/tsb

APPLICATION



DOCUMENTATION



REVIEW



CERTIFICATION



HOW TO BECOME TSB CERTIFIED?

DOCUMENTATION



DOCUMENTS FOR **ALL** APPLICANTS:

- Registration of business name: County Recorder or Secretary of State
- Proof of TGP status
- Two years of business tax returns or individual tax returns and IRS letter verifying your businesses' Federal ID number if you do not have business tax returns
- Proof of liability insurance and Workers Compensation insurance, if applicable
- Copy of each and every license, registration, and permit required for business
- Purchase agreement, if the business was acquired within the last five years
- Signed and notarized application

HOW TO BECOME TSB CERTIFIED?

DOCUMENTATION



DOCUMENTS FOR ALL LLC APPLICANTS

- Certificate or Articles of Organization
- Operating Agreement, if more than one Member/Manager

HOW TO BECOME TSB CERTIFIED?

DOCUMENTATION



DOCUMENTS FOR CORPORATION APPLICANTS

- Proof of capital contribution from each owner (if the business was started/acquired within the last five years)
- Bylaws and Articles of Incorporation, including your corporate borrowing resolution
- Meeting Minutes reflecting election of current Directors/Officers
- Stock ledger, if applicable
- Proof of TGP status for Board of Directors/Officers. See list of acceptable proof below.

HOW TO BECOME TSB CERTIFIED?

DOCUMENTATION



TARGETED GROUP PERSON (TGP) STATUS FORMS

If you are applying as a minority person or as a woman, please provide documentation of your status. Acceptable documentation includes a driver's license, passport, tribal record, birth certificate or other documentation

- If you are applying as a person with a disability or have a physical or mental impairment that substantially limits one or more major life activities, please provide written verification from one of the following entities:
 - o Iowa Department of Education
 - o Division of Vocational Rehabilitation
 - o Iowa Department for the Blind
 - o A licensed medical physician. The physician must complete and sign the Verification of Disability form included in the application packet.
- If you are applying as a Service-Connected Disabled Veteran, please provide documentation from the U.S. Department of Veterans Affairs or the U.S. Department of Defense confirming that your disability is service-connected and the extent of the disability.



SHOP



Jill Lippincott
Project Manager
Iowa Economic Development Authority