

A MESSAGE FROM DGS DIRECTOR RON JOSEPH



DGS Director, Ron Joseph

As the Director of the Department of General Services, I want to thank all certified small and disabled-veteran firms who do business with the State. Your entrepreneurial spirit, creativity and business acumen contribute greatly to California's status as one of the strongest economies in the world.

To support and encourage you in your business efforts, the Department is proud to introduce, *Golden Opportunities*, a newsletter for the small business and DVBE community. The goal of *Golden Opportunities* is to help you find contracting opportunities with the State of California.

The Department of General Services is a large State department with nearly 4,000 employees. Your businesses may be smaller organizations with far fewer employees. But despite the difference in size, I suspect our days are equally hectic, filled with meetings, deadlines and worries that we're doing all we can to help our business succeed. In the midst of this daily battle, it's easy to lose site of why we do what we do. With the introduction of *Golden Opportunities*, I want to take a moment to reflect on why the State of California values its small and DVBE firms so much.

The State of California has established goals for each of its departments to award at least 25 percent of its contracts to certified small businesses and 3 percent to DVBEs (the great majority of which are also certified small businesses). The legislation that established the small business program makes it clear that the program was created to "preserve free competitive enterprise and maintain a healthy state economy."

Let us remember these important facts:

- Ninety-five percent of all California businesses are small businesses
- More than half of all California employees work for a small business

California knows that a robust small business community is absolutely essential to sustain and grow California's economic strength. Each time another certified small or DVBE business obtains a State contract, we make California a little stronger.

I welcome you to *Golden Opportunities* and hope this new publication helps you find contracting opportunities with the State.

Ron Joseph

Director
California Department of General Services