

Q2 NEWSLETTER



Division of
Supplier Diversity

Indiana Department of Administration



“ENERGIZING AND EMPOWERING YOU  IN BUSINESS”

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CONNECTIONS THAT EMPOWER: DIVISION OF SUPPLIER DIVERSITY EVENTS

»»» CERTIFICATION AND PAY AUDIT WEBINARS APRIL 17, MAY 15, JUNE 19, 2024

DSD's certification and pay audit webinars provided a comprehensive guide to our division's processes for MBE, WBE, and IVOSB's. At these virtual events, attendees learned about the requirements for certification from our Director of Certification, Peter Sobun, and how to fill out the certification application. Furthermore, they were taught the steps to navigate the pay audit system by Contract Compliance Manager, Eli Sturgeon. Both staff members were on hand to answer questions and provide any additional guidance. A total of one hundred and twenty (120) people participated in these webinars.



»»» PREPARATION MEETING OPPORTUNITY: DOING BUSINESS WITH COMMUNITY HEALTH NETWORK APRIL 29, 2024

In partnership with Community Health Network, we hosted an event where MBE, WBE, and IVOSB's from various industries gained valuable insights on emerging opportunities and fostered collaboration to increase their business acumen with Community Health Network. This event was moderated by Contract Compliance Manager, Eli Sturgeon which was followed by an expert panel that provided information on marketing, current projects, opportunities for diverse businesses, and maintenance routine services. Seventy-six (76) people attended this workshop.

Our partners shared that "this was a great way for Community Health Network to meet state certified diverse vendors and network with them about opportunities for doing business with us. We hope to do more of these events in the future and look forward to working closely with the State of Indiana's Division of Supplier Diversity to make that happen. In the aftermath, we have had conversations with new vendors, sent email introductions to other network decision makers, and one decision maker even had coffee with one of the vendors!"



COMMUNICATE AND COLLABORATE: UNLEASH THE POWER OF YOUR PITCH



»»» PITCH PERFECT WORKSHOP MAY 23, 2024

If you missed out on our Pitch Perfect Workshop, this was an event you had to be there to witness how amazing it was! The event began with the IDOA Division of Supplier Diversity team opening the workshop and introducing the expert panel comprised of: Aaron Chandler, founder and CEO of PreciseTake Multimedia LLC, Zanetta Miller, Public Relations Consultant for Gatekeeper Accounting Services LLC, and Leslie Galbreath, CEO of dgs Marketing Engineers Inc. Each panelist shared their knowledge, insight, and real-life experiences to help vendors refine their elevator pitches and make a long-lasting impression. After the presentations, panelists worked with vendors to craft their elevator pitch for the “Hot Mic Pitch Session”. There were sixteen (16) vendors present who stood up to pitch and received real-time feedback from the panelists, and fifty-five (55) attendees in total. With the help of the team, Tyla Ayers, Business Development & Outreach Manager, took the lead on this workshop. Afterwards, our team received all five (5) out of five (5) stars on the rating of the feedback surveys.



INDIANA BLACK EXPO: A VEHICLE FOR ADVANCEMENT



PROVIDING UNWAVERING SUPPORT DURING IBE WEEK



IBE MAYOR'S BREAKFAST JUNE 24, 2024

During the Mayor's Breakfast, Mayor Joe Hogsett gave the keynote address and shared strategic insights on the city's commitment to supplier diversity, creating new opportunities for minority, women, and veteran-owned businesses. The event brought together influential leaders and businesses to foster collaboration and economic growth. Participants benefited from valuable networking and gained inspiration from the event's focus on inclusivity and empowerment.

PREPARATION MEETING OPPORTUNITY: DOING BUSINESS ACROSS THE STATE JUNE 25, 2024

As part of DSD's 2024 Business Conference Series, we presented our IBE workshop which aimed to empower MBE, WBE, and IVOSB's by exploring emerging opportunities from Citizens Energy Group, the Indiana Department of Natural Resources, NiSource Inc., and IndyGo. Each expert panelist shared about how to do business with their respective agency as well as projects coming down the pipeline and how to find them. With the help of the team, Business Development and Outreach Manager, Austin Van Wagner, took the lead on this workshop which empowered close to one-hundred (100) participants to learn how to do business with various agencies across the state.





IBE GOVERNOR'S RECEPTION JUNE 25, 2024



During the event, IDOA Commissioner and Deputy Commissioner for the Division of Supplier Diversity, Dr. Rebecca Holwerda and Kesha Rich, gave remarks highlighting the work that IDOA does as a whole and the impact of the DSD team, emphasizing the importance of each team member in fulfilling our mission. The Indiana Civil Rights Commission, along with the Indiana Black Expo, honored six Hoosiers for their exceptional efforts across diverse fields—including education, entrepreneurship, and community service. This celebration recognized their dedication and the impact they have made in advancing social and economic growth for Hoosiers throughout the State of Indiana.

IBE CORPORATE LUNCHEON JUNE 28, 2024



Our team heard remarks from great leaders across our State consisting of Governor Eric Holcomb, Mayor Joe Hogsett, the Honorable André Carson, and Senator Todd Young while dining with over two-thousand (2000) attendees present. During the annual Pacers Sport & Entertainment Corporate Luncheon hosted by IBE, four (4) influential leaders received awards for their outstanding efforts and work in the sports/entertainment industry.



IBE EXHIBITION HALL JUNE 28 - 30, 2024

Over the Exhibit Hall weekend, over three-hundred (300) vendors and companies showcased their services and products to the plethora of attendees, especially on Black Wall Street. At our booth, the IDOA DSD team displayed information about our certification program and upcoming events for the remainder of the year, including the 16th Annual Business Conference and B2Bold Expo. This participation enabled IDOA DSD to connect with the community, emphasize our commitment to vendors across the State, and foster meaningful relationships inviting them to attend and have a vendor booth in October.

If you would like to register for a booth, please navigate to <https://tinyurl.com/mryb56bc>.

POWERING AHEAD: A GLANCE AT CERTIFICATION (April - June)

5

CONGRATULATIONS TO OUR NEWLY CERTIFIED VENDORS!

THE HALE GROUP LLC
DESHAWN HALE
DHALE@HALEGRP.COM
317-835-3430

BLUE POLARIS LLC
KHURRAM CHAUDHRY
KCHAUDHRY@BLUEPOLARISCONSULTING.COM
317-371-7070

NEXT LEVEL TESTING LLC
HEATHER GARROW
HGARROW@NXTLEVELNDT.COM
812-972-4269

T.T. & T CREATIONS LLC
TIERRA EASTON
TTTCREATIONSLLC@GMAIL.COM
574-221-3341

TERAGRAPHICS INK LLC
YVONE RENZ
YVONE@TERAGRAPHICSINK.COM
765-421-4501

ROX N DIRT LLC
RILEY FEATHERSTONE
ROXNDIRT@YAHOO.COM
764-437-3681

BARBARA HOLDER CONSULTING SERVICES
BARBARA HOLDER
BHCSCONTRACTS@GMAIL.COM
240-595-5878

QUE'S CORNER CHILD CARE LLC
QUANEESHA STUBBS
QUESCORNERCHILDCARE@GMAIL.COM
317-495-1361

OVER THE RAINBOW LLC
LELA MCKNIGHT
NELEBRIT@GMAIL.COM
574-315-9250

COMFORT CARPETS INCORPORATED
KRISTY RICE
KRISTY@COMFORTCARPETS.COM
574-255-9034

DARRINGTON CONSTRUCTION LLC
ZACKARY DARRING
DARRINGTONCORP@GMAIL.COM
317-756-8480

INCLUSIVE STRATEGIES LLC
LESLEY CRANE
LESLEY@INCLUSIVESTRATEGIES.COM
317-627-4527

INDIANA GEOTHERMAL INC.
KRIS KYLER
KKYLER@AOL.COM
317-829-1490

HUMBLY CHANGING LLC
FELECIA HOWELL
INFO@HUMBLYCHANGING.COM
317-756-8480

DA MORGAN LLC
DAVID MORGAN
INDYOXIFRESH@GMAIL.COM
765-914-6745

JOBIFY
WILLIAM RAYBURN
WONDERBEATS3@GMAIL.COM
219-689-1024

LOVE MINUS LIMITS, LLC
ELVERY TINSLEY
HELLO@LOVEMINUSLIMITS.ORG
317-506-2745

OPERATION HIRED LLC
MATTHEW HALL
MATT@OPERATIONHIRED.COM
317-370-5021

BOUNDS FLOORING INC.
STEPHANIE BOUNDS
SBOUNDS@BOUNDSFLOORING.COM
812-332-6555

DIVINE SOLUTIONS LLC
DARIN SILLS
SILLSDARIN@GMAIL.COM
317-258-7746

REBORN CHANGEDWITHIN LLC
CHARLIE BUCHANAN
SME.CC22@YAHOO.COM
317-529-3943

WORKPLACE FORWARD, LLC
TEGAN TROVATO
SIMONE.BELTZ@BRIGHTARROWCOACHING.COM
312-248-3086

CIVIL SUPPLY
SHELLEY WEST
SWEST@CIVILSUPPLY.COM
812-550-0801

NEW ALBANY SUGAR SHOPPE
STEPHANIE CARPER
NEWALBANYSUGARSHOPPE@GMAIL.COM
502-712-4125

RFS GROUP, LLC
KEVIN ROBINSON
KROBINSON@RFSUPPLIES.COM
317-202-0913

PROBARI, INC.
KATHLEEN UNROE
KELLEN@PROBARISYSTEMS.COM
317-682-8841

IMPECCABLE TRANSPORTATION LLC
EUGENE WALLS
IMPECCABLETLLC273@GMAIL.COM
219-777-0412

A N H REALTY
ASHLEY HAIRSTON
ANHREALTY574@GMAIL.COM
574-383-4027

GLOBAL CONSULTING SOLUTIONS, LLC
MILTON REED
MREED@GLOBALCONSULTING.COM
219-808-2175

PERRY VINE
TAVARUS PERRY
INFO.PERRYVINEWINE@GMAIL.COM
574-333-8010

JETTA V ENT, LLC
JEAQUETTA VAUGHN
JETTAV@JETTAV.COM
317-296-5331

MINORITY BROKERS, LLC
CEDRIC KNIGHT
MB@MINORITYBROKERS.NET
502-654-3843

JAMES E. FORST & ASSOCIATES INC.
SUSAN MERSH
SUSAN@FORSTENGINEERING.COM
502-584-4033

DIVERSIFIED HYDRANT & EQUIPMENT SERVICES
ARTHUR BOREL
DIVERSIFIEDHYDRANT@GMAIL.COM
317-443-9197

RECHARGING THE COMMUNITY: PARTNER EVENTS, CONNECTIONS AND IMPACT

From April to June, IDOA DSD participated in fifteen (15) outreach-based events across the State of Indiana, five (5) of which were presented by the Division. Our involvement and support in each partner event has been as a presenter, panelist, exhibitor, or attendee.

- Mid-States Minority Supplier Development Council Conference
- SBA Roadmap to Small Business Fair
- Preparation Meeting Opportunity: Doing Business With Community Health
- John Boner Certification Workshop
- Queen City Women in Business Event
- Build Westville Diversity Outreach Event
- XBE Certification Workshop at Ivy Tech - Madison
- IEDC Indiana Founders and Small Business Day
- 2024 Business Conference Series: Pitch Perfect Workshop
- Weekly Ball State Diversity Vendor Call
- IBE Mayor's Breakfast
- Preparation Meeting Opportunity: Doing Business Across the State
- IBE Governor's Reception
- IBE Corporate Luncheon
- IBE Exhibition Hall



VENDOR SPOTLIGHT PROGRAM

>>> ABOUT THE PROGRAM

The Vendor Spotlight program is a comprehensive initiative that aims to celebrate the successes and contributions of certified minority, women, and veteran-owned businesses in Indiana. The program includes social media posts to introduce the business and owner, a recorded interview, and a professionally produced video reel showcasing the business and its offerings. Through these activities, the Vendor Spotlight program raises awareness about the diversity and excellence of certified businesses, promotes the benefits of supplier diversity, and empowers businesses to continue growing and thriving. To see the vendor reels below and prior ones, please navigate to our YouTube channel using the following link: <https://tinyurl.com/4zxz6avt>

>>> APRIL VENDOR SPOTLIGHT- BRI'S DANCE PLACE LLC



>>> MAY VENDOR SPOTLIGHT - WRITE CONNECTIONS STRATEGY + DESIGN LLC



>>> JUNE VENDOR SPOTLIGHT- WHIT AND WIL MARKETING LLP



ELEVATE YOUR PARTICIPATION: STAY UP-TO-DATE WITH EVENTS AND OPPORTUNITIES



➤➤➤ UPCOMING EVENTS

Stay connected and never miss an opportunity to network, learn, and grow! Our upcoming events are designed to empower businesses and provide valuable insights into the latest trends and best practices in supplier diversity. Don't miss out on the chance to engage with industry leaders, connect with potential partners, and discover new ways to elevate your business. Use the link below to access our upcoming events.

<https://www.in.gov/idoa/mwbe/events/>

- OMWBD City of Indianapolis Professional Services Event - Thursday, July 11th
- Pay Audit Webinar - Wednesday, July 17th
- PMO: Doing Business with the Indiana Energy Association - Thursday, August 8th
- Certification Webinar - Wednesday, August 21st
- Pay Audit Webinar - Wednesday, September 18th

➤➤➤ EXHIBITOR OPPORTUNITIES

Would you like to be an exhibitor at our next business conference on Friday October 11, 2024? If so, sign up using the link below.

<https://tinyurl.com/wcze9dpk>

➤➤➤ BIDDING OPPORTUNITIES

Check out DSD's latest business opportunities by using the link below.

<https://tinyurl.com/34ux5tnf>

➤➤➤ CERTIFY YOUR BUSINESS

The Indiana Department of Administration, Division of Supplier Diversity has relaunched the Secured Supplier Portal and is only taking applications through the electronic application process. For more information, please visit our Certify Your Business Page using the link below.

<http://tinyurl.com/58n4a3cf>

OCTOBER
11
9AM - 3PM



2024 B2Bold Expo: Exhibitor Registration

To register to be an exhibitor at the B2Bold Expo, which takes place on Friday, October 11th, please scan the QR code.



Please note the following as you register:

- There is no fee for booth space.
- Booth space includes a 5x2 table and two chairs. (No electricity or table cloths will be provided)
- Your company will need to provide display materials for your booth and must be attended to at all times.
- Logistics information and set-up times will be sent out to registered companies 2 weeks prior to the event.

Note: **Attendees will have a separate registration form on Humanitix that opens on Tuesday, August 13th.** Exhibitors can hold tables to inform attendees of their services whereas attendees are able to participate and network with businesses in the community and learn of coming opportunities.

AMPLIFY YOUR EXPERIENCE: STAY IN TOUCH AND JOIN US ON SOCIAL MEDIA

>>> DIVISION OF SUPPLIER DIVERSITY UPDATES

If you'd like to subscribe and have exciting opportunities and updates sent your way, please sign up using the link below:

<https://tinyurl.com/3yrtvfcu>

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Any Questions? 

Contact us at mwbe@idoa.in.gov or 317-232-3061

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