



The Link

to Supplier Diversity

A publication of the Indiana Department of Administration Division of Supplier Diversity

November 2014

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Event Calendar

Certification Webinar	Nov. 10
Pay Audit Training	Nov. 12
Certification Clinic	Nov. 19
Commission Meeting	Dec. 8

More Details can be found at:
<http://www.in.gov/idoa/mwbe/2749.htm>

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2015 State of Indiana Disparity Study Begins

The Indiana Department of Administration has commissioned BBC to begin the 2015 State of Indiana Disparity Study. The 2015 study will include the examination of statistical data from all state agencies, the Indianapolis Airport Authority and each of the state educational institutions (Indiana University, Indiana State University, Purdue University, Ball State University, Vincennes University, University of Southern Indiana and Ivy Tech Community College).

Per Indiana Code 4-13-16.5-2, that state of Indiana is required to update its disparity study every five years. The purpose of the study is to compare the actual number of minority- and women-owned business enterprises that exist in the state, against the actual number of minority- and women-owned businesses being utilized in state government contracts. A disparity exists when there is underutilization of available minority- and women-owned businesses.

"Disparity studies are important because they are a way for government agencies to examine whether programs are needed to assist minority- and women-



Continued on pg. 3...

Tools for Success

By: Terrie Daniel
*Division of Supplier Diversity
Deputy Commissioner*

Thanks to everyone who supported our 2014 Fall Division of Supplier Diversity Business Conference. We had 350+ attendees from across the region including Michigan, Ohio, Kentucky and even from the state of Texas! We featured 13 plenary sessions and a B2B networking session with over 90 businesses displaying and talking with primes and each other about ways to realize new opportunities. A special thanks goes to United Water, our title



Terrie Daniel
*Division of Supplier Diversity
Deputy Commissioner*

sponsor.

We are pleased that we as a state division can provide you with this kind of rich content, free of charge, as a perk of your certification with the state of Indiana. The bottom line is, we are here to help you grow your business and in order to foster that growth, we have developed a simple but strategic 4 point CORE mission:

- Certification Program Growth & Retention
- Outreach & Business Development Strategies Results!
- Expert Educational Tools & Training

Continued on pg. 3...

Business Voice: SunWind Power Systems, Inc.

Content Submitted by: Pat Coxon, SunWind Power Systems, Inc.



SunWind Power Systems, Inc. was founded by Patricia and Jeremy Coxon in 2005. They were inspired to start the business after a visit to Germany in 2003. Germany was already ahead of the United States in solar installation. They invested \$5,000 of personal income to start the company.

SunWind Power Systems, one of the oldest and established solar companies in Indiana, provides consulting, design and installation of renewable energy systems. The company utilizes the staff's engineering expertise to customize a professionally designed system that best fits their customer's needs.

Patricia Coxon's work philosophy is to work hard, but put time aside to spend with your family. You will never be able to make up for that lost time. Coxon's advice for new business owners is to research the area that you're interested in and use

your skill set to help you. Don't be afraid to ask for help, however.

Coxon notes the next challenge for her business is achieving a level playing field with other, more accepted forms of energy, as well as transforming a grid.

SunWind Power Systems, Inc. is certified with the North American Board of Certified Energy Practitioners (NABCEP) and is a certified MBE with the state of Indiana.

Want Your Voice Heard?

Contact cedmonds@idoa.in.gov to learn about getting featured in the monthly newsletter.

Indiana Businesses Recognized at This Year's WBEC-GL Conference

Two Indiana-based businesses were recognized at the 14th Annual Great Lakes Women's Business Conference. OmniSource Marketing and Wellpoint were celebrated for their achievements in supplier diversity at the inaugural Excellence in Supplier Diversity Awards luncheon. The Excellence in



Terry Turner accepts 2014 Best In Class Award for Wellpoint.

Supplier Diversity Awards recognized corporations with exemplary supplier diversity programs and organizational cultures that elevate women business enterprises through women's spend, capacity building activities and advocacy. OmniSource Marketing, a certified WBE with the state of Indiana, received the 2014 WBE of the Year award,

while Wellpoint received a 2014 Best in Class award.



(From left to right) Cheryl Bowlsom, CEED Board President, Jane Goldberg, OmniSource Marketing President and Michelle Richards, CEED Executive Director

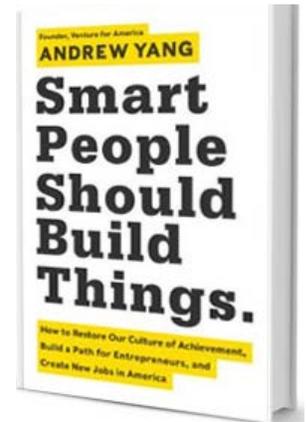
Subcontractor & Other Business Opportunities

Project Name	Due Date	Contact Information
Fine Arts Unisex Rest Room-Bid # B0023467	Thursday, Nov. 13	Indiana State University Scott Tillman Phone (812)-237-8198 scott.tillman@indstate.edu
University Apartment Storage Building-Bid # B0023469	Thursday, Nov. 13	Indiana State University Scott Tillman Phone (812)-237-8198 scott.tillman@indstate.edu
City of Mitchell-Wastewater Treatment Plant Improvements	Tuesday, Nov. 18	Mitchell & Stark Construction Co. Phone: (812) 966-2151 Fax: (812) 966-2862 leop@mitchellstark.com

Business Reads

"Smart People Should Build Things."

By: Andrew Yang



Andrew Yang, the founder of Venture for America, offers a unique solution to our country's economic and social problems—our smart people should be building things.

In *Smart People Should Build Things*, this self-described "recovering lawyer" and entrepreneur weaves together a compelling narrative of success stories (including his own), offering observations about the flow of talent in the United States and explanations of why current trends are leading to economic distress and cultural decline. He also presents recommendations for both policy makers and job seekers to make entrepreneurship more realistic and achievable.

Did You Know?

In 1990, President George H. W. Bush declared November National Native American Heritage Month. In 2013, the buying power of the Native American race was \$100 billion.

2015 State of Indiana Disparity Study (Cont.)...

owned businesses in government contracting and purchasing,” said Terrie Daniel, Deputy Commissioner for the State of Indiana’s Division of Supplier Diversity. “Participation goals for contracts across the state are set by the Governor’s Commission on Minority and Women’s Business Enterprises based on the results of the disparity study.”

Public forums will be scheduled across the state in 2015 to discuss the disparity study and to collect feedback and input from minority- and women-owned businesses. Visit www.in.gov/idoa/mwbe for disparity study updates.

Tools for Success (Cont.)...

Our mission is simple but every member of this team is committed to working hard to continually provide those CORE components which we hope will continue to foster an ongoing environment across our state encouraging the utilization of minority-, women- and veteran-owned businesses. Our success depends on your success so let’s continue to work together to make Indiana the place where because our differences are celebrated, our success is accelerated!

Happy Holidays to each of you and as we kick off this holiday season and may you prosper and be fulfilled in all you do!

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Indiana Department of Veterans Affairs Community Outreach Events

The Division of Supplier Diversity is partnering with the Indiana Department of Veterans Affairs to hold Community Outreach events that will offer veterans, active duty members and their dependents opportunities to connect with services and prospective employers. The Division of Supplier Diversity will be available to discuss the benefits and process for Indiana Veteran Business Enterprise (IVBE) certification.

All events are free. To help organizers plan and staff each event, free registration can be accomplished by going to the links provided beside each location. Each event will be held from 1:00pm-6:00pm (local time) .

“Each event will provide information and assistance with VA benefits, claims processing, remission of fees and even what to do if someone wants to enroll or return to college,” said Deanna Pugh, Director of Veterans Employment and Education. “The Indiana State Police, Dish, NiSource, United States Postal Service, Kroger and Lowes will be among the companies and organizations

looking to hire employees to work in these communities. We will also offer Dale Carnegie sessions to help veterans prepare for interviews. We’re very excited about connecting our resources to our veteran communities and helping link those who have served our country with the many services designed specifically to assist them.”

Previous events were held in Valparaiso, South Bend and Fort Wayne.

Additional outreach events will be planned for Muncie, New Albany, Bedford and Jasper. Those interested in attending events in these communities can check <http://www.in.gov/dva/index.htm> and go to the bottom of the viewing page to find updated information, or they can call 317-232-3910 or 1-800-400-4520.

November 6 - Terre Haute - Ivy Tech Community College Terre Haute Main Campus, The Community Room, 8000 South Education Drive, Terre Haute Register here or [https://www.eventbrite.com/e/terre-haute-veterans-community-](https://www.eventbrite.com/e/terre-haute-veterans-community-outreach-event-tickets-13784151769)

[outreach-event-tickets-13784151769](https://www.eventbrite.com/e/terre-haute-veterans-community-outreach-event-tickets-13784151769)

November 13 - Bloomington - Ivy Tech Community College, 200 Daniels Way, Hoosier Times Student Commons, Bloomington Register here or <https://www.eventbrite.com/e/bloomington-veterans-community-outreach-event-tickets-13783192901>

November 20 - Columbus - Ivy Tech Community College, 4475 Central Avenue, Columbus Learning Center, Columbus Register here or <https://www.eventbrite.com/e/columbus-veterans-community-outreach-event-tickets-13783471735>

December 4 - Lafayette – Ivy Tech Community College, Grand Hallway, 3101 S. Creasy Lane, Lafayette Register here or <https://www.eventbrite.com/e/lafayette-veterans-community-outreach-event-tickets-13784175841>

December 9 - Kokomo – Indiana Wesleyan, Kokomo Education and Conference Center, 1916 East Markland Avenue, Kokomo Register here or <https://www.eventbrite.com/e/kokomo-veterans-community-outreach-event-tickets-13783951169>



The Supplier Diversity Development Coalition of Greater Lafayette Presents:

The 10th Annual Relationships to Partnerships Sessions

"Doing Business with Greater Lafayette Firms"

**Seats are Filling Up Quickly.
Reserve Your Seat, Sign Up Today!**

To Register Visit

www.conf.purdue.edu/r2p10

The mission of the Coalition is to encourage diversity and support creative solutions that result in long term partnerships between small diverse businesses and the larger members of the Greater Lafayette Business Community. Coalition members realize that developing strong business relationships is profitable. Over 1,000 MWBEs have attended the event and were introduced to buyers and end-users from all over Tippecanoe County.

Friday, November 21, 2014

Purdue University

Stewart Center

128 Memorial Hall

West Lafayette, IN 47907

8:00 am to 1:30 pm



**Want to Know More? Check Out Our Video At
www.purdue.edu/supplierdiversity**



For more information please call the Purdue University Office of Supplier Diversity Development

(765)494-3739 or email Marta Foth at marta@purdue.edu.

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Sudoku

Complete the grid so that every row, column and 3x3 box contains every digit from 1 to 9 inclusive.

					7	1
3			8		5	9
			2	8		
	2				9	1
		6				3
7			4			
	4	9			3	2
	5		7		4	8
	2	3		6		

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Sudoku Solution

2	8	4	5	6	9	3	7	1
3	7	6	4	8	1	2	5	9
1	9	5	7	2	3	8	6	4
4	6	2	8	3	5	9	1	7
5	1	8	6	9	7	4	2	3
7	3	9	1	4	2	5	8	6
6	4	1	9	5	8	7	3	2
9	5	3	2	7	6	1	4	8
8	2	7	3	1	4	6	9	5



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