



# The Link

## to Supplier Diversity

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

### January 2015

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#### Event Calendar

Pay Audit Webinar	Jan. 14
Certification Webinar	Jan. 21
Pay Audit Webinar	Feb. 11
Certification Webinar	Feb. 18

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

### Division of Supplier Diversity 2015 Schedule of Events

Happy New Year from the Indiana Division of Supplier Diversity! Our team of certification, compliance and business development experts are excited about another year of service to our minority-, women- and veteran-owned business community. The division has been working to develop outreach programming that will provide business owners with resources to realize even greater levels of success in 2015.

"We're eager to continue building off of the success of 2014," said Courtney Edmonds, Deputy Director of Development & Compliance. "Last year, we had the opportunity to network with nearly 1,800 supplier diversity professionals, minority, women and veteran business owners and community leaders. Our division is committed to providing high quality programming and information on the latest business and contracting opportunities and supplier diversity trends from across the country."

Please mark your calendars for our Governor's Commission on Minority & Women's Business Enterprises quarterly meetings and our regional business conferences across the state.

#### Mark Your Calendar!

**January 27-29, 2015** - Disparity Study Public Forums (Gary, Indianapolis and Evansville) See flier on pg. 3 for details

**March 9, 2015** - Governor's Commission on Minority & Women's Business Enterprises Quarterly Meeting - Evansville

**April 30, 2015** - Southwest Indiana Business Conference Evansville

**June 8, 2015** - Governor's Commission on Minority & Women's Business Enterprises Quarterly Meeting - Lafayette

**June 10, 2015** - North Central Indiana Business Conference South Bend

**July 13-15, 2015** - Indiana Black Expo Business Conference Indianapolis

**August 2015 (Exact Date TBD)** - Northwest Indiana Business Conference - Gary

**September 14, 2015** - Governor's Commission on Minority & Women's Business Enterprises Quarterly Meeting - Indianapolis

**September 23-24, 2015** - Two-day Division of Supplier Diversity Business Conference - Indianapolis

**December 14, 2015** - Governor's Commission on Minority & Women's Business Enterprises Quarterly Meeting - Indianapolis

### Tools for Success

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



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

Welcome to the New Year!

2015 promises to be very exciting for the Division of Supplier Diversity as we provide more robust educational content, compelling programming, including conferences and business development resources, connecting you to more business opportunities.

This year will be jam-packed with new opportunities for you to connect your business across the great state of Indiana.

Look for more information in the following weeks updating you on our 2015 Regional Business Conferences scheduled for Evansville (April 2015), South Bend (June 2015) and Gary (August 2015) as well as our **Premier Two-Day Conference Event** in Indianapolis, IN on **September 23-24, 2015!** Mark your calendars now so you'll be sure not to miss out. For those of you who attended our 2014 conference, congratulations as we understand many business connections were made with the 400+ attendees and 80+ vendors at the Business Showcase. But, get

### How to Connect

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<https://twitter.com/IndianaMWBE>

Like Us  
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Email: [cedmonds@idoa.in.gov](mailto:cedmonds@idoa.in.gov)



[www.in.gov/idoa/mwbe](http://www.in.gov/idoa/mwbe)

Continued on pg. 4...

## Business Voice: In Remembrance of William "Bill" Mays



The state of Indiana mourned the loss of prominent businessman, community leader, philanthropist and mentor Bill Mays. Bill Mays died on his 69th birthday, leaving a legacy throughout the state of Indiana.

As founder of Mays Chemical Company, Bill Mays was often considered Indiana's most successful black entrepreneur.

A native of Evansville, Indiana and a graduate of Indiana University, Bill Mays founded Mays Chemical Company in 1980. Today, the company is one of the largest minority-owned businesses and one of the largest chemical distributors in the United States.

In 2014, Black Enterprise ranked Mays Chemical Company as the 16th largest black-owned business in the nation, with \$191.5 million in annual revenue.

In 1990, Bill Mays purchased the Indianapolis Recorder, the nation's fourth-oldest African-American newspaper.

In addition to building a multi-million dollar company, Bill Mays served as the first African-American chairman of the Indianapolis Chamber of Commerce, the first and only black chairman of the annual campaign for the United Way of Central Indiana and the first African-American appointed chairman of the Indiana Lottery Commission. Mays served on a variety of boards, including WellPoint Inc., Vectren Corp., Indiana University Foundation, the National Urban League and the National Minority Supplier Development Council.

The Indianapolis Business Journal reported Mays' investment of both money and time in more than 100 companies, most of them minority- or women-owned and donations of millions of dollars to philanthropic causes.

Public Officials,  
Community Leaders  
Remember Mays:

### Congressman Andre Carson

"We lost a leader who dedicated his life to our community. As a businessman, philanthropist, and activist, Bill Mays helped improve

the lives of countless Hoosiers throughout his life. I pray that God gives peace and comfort to his wife Rose, his daughters Kristin and Heather, and to the countless others for whom Bill is "family."

### Governor Mike Pence

"The First Lady and I were deeply saddened to learn of the passing of Bill Mays, a pillar of true strength within the Indianapolis community. From the success of his business to his unending generosity and invaluable leadership mentoring future generations, Bill touched the lives of countless Hoosiers and his contributions to the life



William "Bill" G. Mays  
1945-2014

of our state will be remembered always. Our thoughts and prayers go out to his beloved family and friends during this difficult time."

### Mayor Greg Ballard

"Indianapolis has lost a titan of industry and philanthropy. Bill Mays was a great businessman, mentor, and leader in our community. My thoughts and

**Continued on pg. 4...**

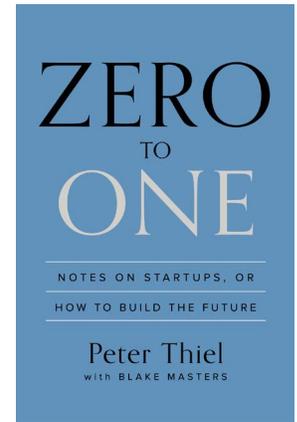
## Subcontractor & Other Business Opportunities

Project Name	Due Date	Contact Information
White River New Low Lift Pump	Thursday, Jan. 15	Thieneman Construction Hannah Lee Phone: (317) 867-3462 hannah.lee@thienemanconstruction.com
Robert D. Orr Center - Office and Counseling Renovation	Thursday, Jan. 15	University of Southern Indiana Michael Mohr Phone: (812) 464-1847 mmohr@usi.edu
Student Housing Apartment Renovation - Matthews Building	Thursday, Jan. 29	University of Southern Indiana Michael Mohr Phone: (812) 464-1847 mmohr@usi.edu

## Business Reads

**"Zero to One: Notes on Startups, or How to Build the Future."**

By: Peter Thiel



The great secret of our time is that there are still uncharted frontiers to explore and new inventions to create. In Zero to One, legendary entrepreneur and investor Peter Thiel shows how we can find singular ways to create those new things.

Doing what someone else already knows how to do takes the world from 1 to n, adding more of something familiar. But when you do something new, you go from 0 to 1. Tomorrow's champions will not win by competing ruthlessly in today's marketplace. They will escape competition altogether, because their businesses will be unique.

Zero to One presents at once an optimistic view of the future of progress in America and a new way of thinking about innovation: it starts by learning to ask the questions that lead you to find value in unexpected places.

## Business Quote

"Do it right the first time."

– William G. Mays

State of Indiana

# MBE & WBE Public Forums



# Disparity Study

The State of Indiana—including the Indiana Department of Administration, the Indiana Department of Transportation, the Indianapolis Airport Authority, Hoosier Lottery, and seven state educational institutions—is conducting a disparity study to measure the participation and availability of minority- and women-owned businesses in state contracts and procurements.

The State and its consultant (BBC Research & Consulting) will be holding public forums to inform the public about the study; answer any study-related questions; and obtain verbal or written testimony from participants about business conditions in the Indiana marketplace.

## Pick a Day to Attend

**Tuesday, Jan. 27 5:30 - 7:30 p.m.**

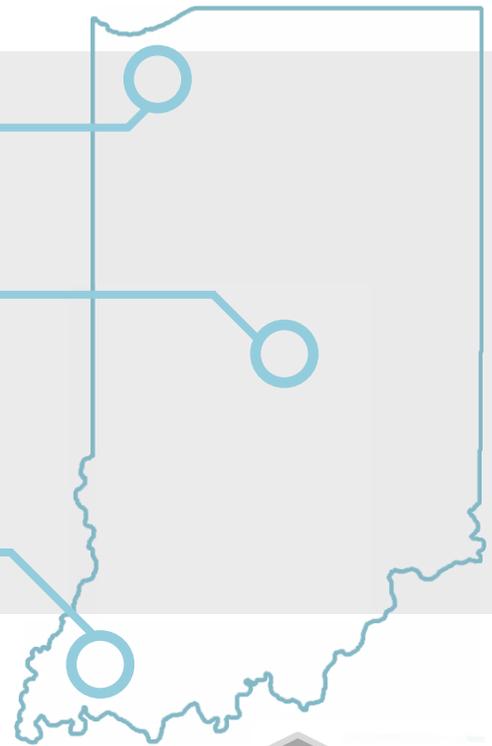
Ivy Tech Community College, Multi-Purpose Room  
1440 E. 35th Ave., Gary, IN 46409

**Wednesday, Jan. 28 5:30 - 7:30 p.m.**

Indiana Government Center South, Conference Center Auditorium  
302 W. Washington St., Indianapolis, IN 46204

**Thursday, Jan. 29 5:30 - 7:30 p.m.**

Ivy Tech Community College, Auditorium  
3501 N. First Ave., Evansville, IN 47710



Register at <http://www.in.gov/idoa/mwbe/2749.htm#Events>



## Contact

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## Business Voice (Cont.)...

prayers go to the Mays family and the many lives he touched."

### **Tanya Bell, Indiana Black Expo CEO**

"Our thoughts and prayers are with the family of Bill Mays, who leaves an indelible legacy of entrepreneurship, community service and advocacy. Bill has always been an advocate for the African-American community and has invested and provided mentorship to numerous small businesses. As a visionary, he founded Mays Chemical and developed it into one of the world's largest chemical distributors. Bill was an invaluable asset to Indiana Black Expo and the community of Indianapolis. He worked tirelessly to build Circle City Classic and impact historically black colleges and universities for nearly 30 years. He will truly be missed."

## Tools for Success (Cont.)...

ready because it will be bigger and better this year with brand new content and some sessions we've already confirmed that you won't want to miss!

As always, we continue our commitment to provide you with exceptional service and quality content. So be sure to check out our weekly updates on opportunities and don't forget to check out our website and monthly newsletter. We wish you the best in 2015 and may you prosper and be fulfilled in all you do!

## Contact Us

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## Record Breaking Year for Indiana Economic Development

The Indiana Economic Development Corporation (IEDC) announced that 2014 was a record breaking year for results throughout Indiana. The IEDC secured job commitments from 285 companies from across the country and around the world, an increase from 261 companies in 2013 and more than any other year

on record. The 285 companies anticipate investing \$4.38 billion in their Indiana operations and creating 25,317 new jobs in the coming years. The new positions, which companies anticipate to hire over the next five years, pay an expected hourly wage of \$21.75, above the state's current hourly wage of \$20.17.

In December, Gov. Mike Pence and executives from 16 companies announced that new investments across Indiana were expected to create a combined 2,153 new jobs over the next few years.

"Looking through the numbers, I see another promising year in Indiana's future," Pence said. "Following last year, when we

implemented the largest state tax cut in history, this year our corporate income tax began its decline. Meanwhile, companies here at home, across the nation and around

the world are committing at record levels to locate their new jobs here. Indiana's unemployment is dropping, showing some of the largest declines in the nation even while our labor force is growing. It's a great time to be a business in Indiana and an even better time to be a Hoosier."

Created in 2005 to replace the former Department of Commerce, the IEDC is governed by a 12-member board chaired by Governor Mike Pence. Victor Smith serves as the Indiana Secretary of Commerce and Eric Doden is the president of the IEDC.



The IEDC oversees programs enacted by the General Assembly including tax credits, workforce training grants and public infrastructure assistance. All tax credits are performance-based. Therefore, companies must first invest in Indiana through job creation or capital investment before incentives are paid. A company who does not meet its full projections only receives a percentage of the incentives proportional to its actual investment. For more information, visit [www.iedc.in.gov](http://www.iedc.in.gov).

### Indiana Rankings

- Indiana ranks best in the Midwest and 7th overall in Area Development magazine's Top States for Doing Business survey (Sept. 2014).

- Indiana ranks 1st in the Midwest and 6th in the nation in Chief Executive magazine's annual Best & Worst States survey (May 2014).

- Indiana ranks 1st in the Midwest and 8th nationally in the Tax Foundation's 2015 State Business Tax Climate Index (Oct. 2014).



★  
**INDY**  
 CHAMBER | **WOMEN IN BUSINESS  
 RETREAT**

**FEATURING:**

**LIN DUNN, HALL OF FAME COACH  
 DR. LISA HARRIS, CEO OF ESKENAZI HEALTH  
 ANGIE HICKS, ANGIE'S LIST  
 VERONIKA SCOTT, EMPOWERMENT PROJECT  
 PEGGY NOE STEVENS  
 ... AND MANY MORE!**

**FEBRUARY 26-27  
 THE ALEXANDER**

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**GROW.  
 RESOLVE.  
 INSPIRE.  
 THRIVE.**

These four unique ideals can have life-changing effects. Start 2015 on a course towards personal and professional growth.



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**Sudoku**

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

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

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## Sudoku Solution

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



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