



The Link

to Supplier Diversity

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

February 2016

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Event Calendar

Certify Your Veteran Owned Business With The State	Feb. 10
Pay Audit Webinar	Feb. 10
Certification Webinar	Feb. 17
ISA CNEY	Feb. 25
B.O.I. Workshop	Mar. 10
Gov. Commission Meeting	Mar. 18

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

How to Connect



www.in.gov/idoa/mwbe

SBA Names Finalist for InnovateHER Business Challenge

The U.S. Small Business Administration (SBA) announced Dr. Pu Wang, co-founder of West Lafayette, IN-based Vibronix Inc., as one of 10 finalists in the 2016 InnovateHER Challenge. Dr. Wang was selected for his MarginPAT innovation.

MarginPAT is an intraoperative assessment of breast tumor margin using a photoacoustic/ultrasound imaging system. According to the Vibronix website, the MarginPAT system provides a shorter procedure time, allowing a surgeon to clear cancer residue after removing a tumor from a breast cancer patient, which reduces the chance for a second surgery.

In making the announce-

ment, SBA Indiana District Director, Stacey Poynter said: "SBA Indiana is proud to have a finalist right here in West Lafayette. This new precision medicine technology will transform the medical community and promises to be a game changer. There is incredible talent and ability in all 10 finalists and their creativity sends a message that is loud and clear: Entrepreneurship makes anything possible."

Dr. Wang along with the other finalists are invited to the National InnovateHER where they will have the opportunity to compete for the top three awards totaling \$70,000 in prize money provided by Microsoft.

The 2016 InnovateHER: Innovating for Women Business Challenge was launched in August 2015 with over 200 local competitions across the country hosted by universities, accelerators, clusters, scale-up communities, SBA's resource partners and other local community organizations. The SBA sought to unearth products or services that will fill a need in the marketplace and have the greatest potential for commercialization.

For details on the competition, visit www.sba.gov/innovateHER. The site will be updated as more information regarding the event is made available.

2016 InnovateHER: Innovating for Women



MarginPAT

Vibronix



Dr. Pu Wang
Vibronix Inc.
Co-Founder

Tools for Success

By: Terrie Daniel
Division of Supplier Diversity
Deputy Commissioner



Terrie Daniel

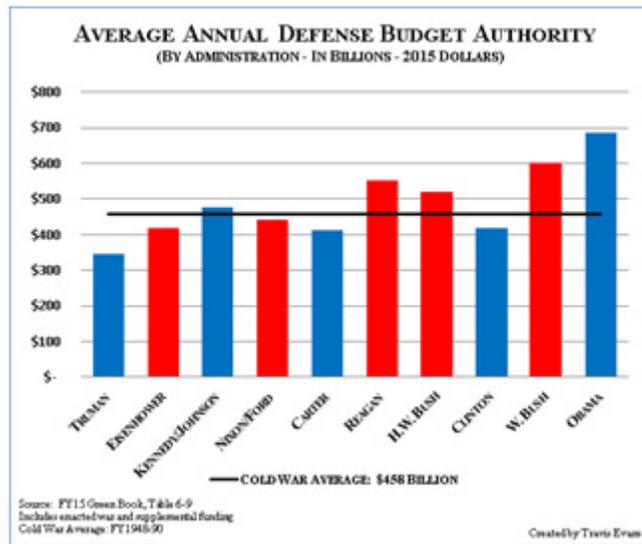
Defense Secretary, Chuck Hagel announced in late 2014, a plan that would change the way the Department of Defense operates. The "Defense Innovation Initiative" is an effort to identify and invest in innovative ways to sustain and advance America's military for the 21st century.

The US Department of Defense (DoD) spends billions of dollars each year supporting our military efforts as outlined in the graphic denoting the average annual defense budget by administration since President Truman. As you can see; from a business development perspective, a budget of this volume means there is huge potential for the Indiana business community to support the DoD, especially for defense manufacturers.

Recently, I had the pleasure of working with a team of individuals led by

Purdue University's John Blignaut and Dr. Carolyn Hatch to develop a guide outlining strategic measures businesses across the state of Indiana can take to position themselves to qualify as an innovative supplier, to the DoD. This guide, "[The Defense Industry Manufacturer's Innovation Checklist](#)" provides a clear and concise road map of the steps Indiana suppliers can take to better position themselves to succeed under the Defense Innovation Initiative.

Thanks for reading this month and may you prosper and be fulfilled in all you do!



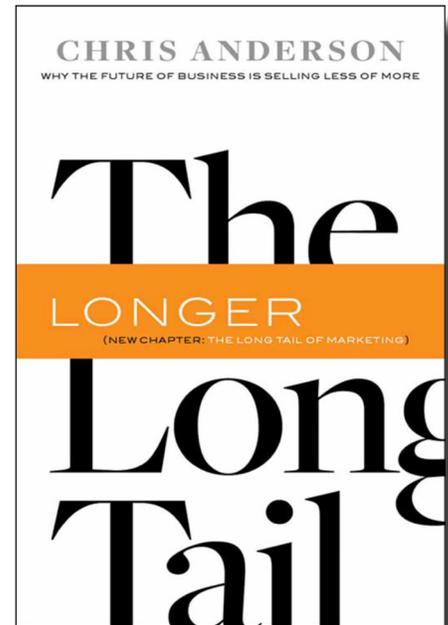
Subcontractor & Other Business Opportunities

Project Name	Due Date	Contact Information
Goose Hollow Sewer Rehabilitation	Thursday, Feb 04	Mitchell & Stark Construction Co. Inc. Shelby Miller Email: smiller@mitchellstark.com Fax: (812) 966-2862
Elizabethtown Stormwater Improvements	Tuesday, Feb 09	Dave O'Mara Contractor, Inc. Tammy Magner E-mail: tammy@maveomara.com Fax: (812) 346-6305
Cromwell Hall Renovations	Tuesday, March 01	Associate Principal Ratio Architects, Inc. Chuck Bauer E-mail: CBauer@ratioarchitects.com Phone: (317) 523- 468

Business Reads

The Long Tail

By: Chris Anderson



The New York Times best-seller that introduced the business world to a future that's already here--now in paperback with a new chapter about Long Tail Marketing and a new epilogue. Winner of the **Gerald Loeb Award for Best Business Book of the Year**. In the most important business book since *The Tipping Point*, Chris Anderson shows how the future of commerce and culture isn't in hits, the high-volume head of a traditional demand curve, but in what used to be regarded as misses--the endlessly long tail of that same curve. "It belongs on the shelf between *The Tipping Point* and *Freakonomics*."--Reed Hastings, CEO, Netflix "Anderson's insights . . . continue to influence Google's strategic thinking in a profound way." --Eric Schmidt, CEO, Google "Anyone who cares about media . . . must read this book." --Rob Glaser, CEO, RealNetworks

Business Quote

"We must accept finite disappointment, but never lose infinite hope."

— Martin Luther King, Jr.

Black History Month: February 2016

By: U.S. Census Bureau's
Public Information Office

To commemorate and celebrate the contributions to our nation made by people of African descent, American historian Carter G. Woodson established Black History Week.

The first celebration occurred on Feb. 12, 1926. For many years, the second week of February was set aside for this celebration to coincide with the birthdays of abolitionist/editor Frederick Douglass and Abraham Lincoln.

In 1976, as part of the nation's bicentennial, the week was expanded into Black History Month. Each year, U.S. presidents proclaim February as National African-American History Month.

African American Statistics

Population

45.7 million

The number of blacks, either alone or in combination with one or more other races, on July 1, 2014, up 1.3 percent from July 1, 2013.

Source: [2014 Population Estimates](#)

74.5 million

The projected black, either alone or in combination, population of the United States (including those of more than one race) for July 1, 2060. On that date, according to the projection, blacks would constitute 17.9 percent of the nation's total population.

Source: [2014 Population Projections, Table 10](#)

3.8 million

The black population in New York, which led all states as of July 1, 2014. Texas had the largest numeric increase since 2013 (88,000). The District of Columbia had the highest percentage of blacks (50.6 percent), followed by Mississippi (38.2 percent).

Source: [2014 Population Estimates](#)

1.3 million

Cook County, Ill. (Chicago) had the largest black population of any county in 2014 (1.3 million), and Harris, Texas (Houston) had the largest numeric increase since 2014 (21,000). Holmes, Miss., was the county with the highest percentage of blacks in the nation (82.5 percent).

Source: [2014 Population Estimates](#)

Businesses

2.6 million

The number of black-owned firms nationally in 2012, up from 1.9 million or 34.5 percent from 2007.

Source: [2012 Survey of Business Owners-Black or African American Owned Firms: 2012](#)

649,896

The number of African-American/black-owned firms in "other services"— which includes repair and maintenance (automotive, consumer electronics, etc.) and personal/laundry services (hair/nail salons, dry cleaning, pet care) — the largest sector of black-owned businesses. The "other services" sector is followed by health care and social assistance (492,983 black-owned firms); administrative, support, waste management and remediation (294,977); professional, scientific and technical support (206,942); and transportation and warehousing (184,777).

Source: [2012 Survey of Business Owners-Black or African American Owned Firms: 2012](#)

Serving Our Nation

2.2 million

Number of black military veterans in the United States in 2014. Source: [2014 American Community Survey](#)

This Facts for Features report, from the Census Bureau, can be read in its entirety by clicking [here](#).

ISA Constuction Networking Event of The Year

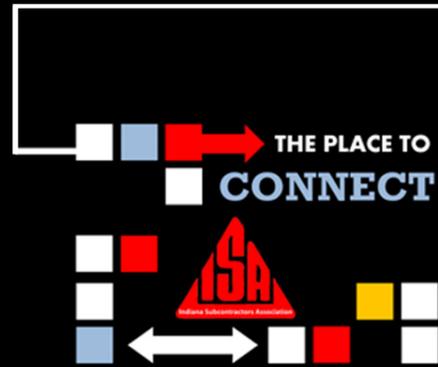
The Construction Networking Event of the Year is – by far – the most anticipated and exciting networking opportunity hosted by the Indiana Subcontractors Association. At this full-day experience, we're certain that you'll connect with many industry professionals that you haven't yet met and learn about new, upcoming projects as the "construction season" comes to a start.

THE CONSTRUCTION NETWORKING EVENT OF THE YEAR

FEBRUARY 25 JW MARRIOTT - INDY

SCHEDULE

10:00-11:00	Tradeshow Networking for Exhibitor Companies
11:30-12:45	Networking Luncheon <i>featuring Dan Dakich</i>
12:45-5:00	Trade Show Open
1:00-1:45	Breakout Sessions <i>New!</i>
1:30-2:30	Owners Networking Pavilion
2:15-3:00	Breakout Sessions <i>New!</i>
2:40-3:40	Design Professionals Networking Pavilion
3:50-4:50	GCs/CMs/Developers Networking Pavilion
5:00-6:00	GC of the Year Reception
6:00-8:00	GC of the Year Banquet



Certified WBEs

Bella Bagno Inc.
Cynthia Lazarus
(847) 673-7328
georgia@bellabagno.com

Bixler Interiors
Deborah Bixler
(260) 693-1064
bixlerinteriors@hotmail.com

Carriage Investment Ltd.
Melinda Grady
(260) 485-7380
grady.melinda@gmail.com

Data Unlimited Inc.
Kena Turner
(618) 346-8691
karens@dataunlimitedinc.com

Four Point Design Partners LLC
Diana Ricks
(317) 509-3305
diana@fourpointdp.com

FRESH Concepts Inc.
Sarah Robinson
(317) 840-8161
sarah@freshconceptsonline.com

Northwest Indiana Environmental Inc.
Nada Critser
(219) 743-9160
ncritser@nwi-environ.com

Certified WBEs

Nova Graphics Inc.
Julie Snyder
(317) 577-6682
julie@novaprints.com

Studio 3 Design Inc.
Heather Leslie
(317) 712-2911
rtucek@studio3design.net

Certified VBEs

AH Liberty LLC
Chris Jeter
(317) 225-6507
chris@mjattorneys.com

Bryan's Hauling & Excavating
Bryan Gramlin
(812) 338-2271
bryanshauling@blueriver.net

J&M Contracting Inc.
Michael James
(317) 979-7805
mialjam@yahoo.com

ProjectLEADER Inc.
Lee Peters
(317) 873-0086
lpeters@projectleader.com

Roger Ward Engineering Inc.
Roger Ward Sr.
(317) 251-1738
rwward@rw-engineering.com

Certified MBEs

Complete Products
Glenn Williams
(765) 962-8587
completeproducts@bigfoot.com

Certified MBEs

MBE Construction Services Inc.
Rich Torres
(312) 810-8808
gilberto@rtmaterials.com

Safety NET LLC
Jaracz Swain
(502) 609-3339
learn@cpsafety.net

Sudoku

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

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

Doing Business with Indianapolis Housing Authority



The Indianapolis Housing Agency presents

DOING BUSINESS WITH IHA

Learn about the changing face of public housing in Indianapolis, and the new contracting opportunities these changes are creating in a variety of areas within the Indianapolis Housing Agency!

Thursday, February 18 | 8 to 10:30am

16 Park Community Center
546 East 17th Street • Indianapolis, IN 46202

ABOUT THE PRESENTATION

Hear from representatives within the IHA as they provide insight into the newly created vendor registration process, insurance requirements, security, invoicing and more.

There are nearly fifty contracting opportunities anticipated for 2016 for projects including, but not limited to, grant writing, asphalt, concrete, building renovation, demolition, electrical, mechanical, roofing, fencing and maintenance.

You do not want to miss this informative session!

RSVP IS REQUIRED

Please reserve your seat by **February 12, 2016**. RSVP online or by phone:

ihacontracts.eventbrite.com OR 317.261.7185



Mid-States: Ask a Lawyer Workshop

National corporate member Cummins, Inc. has partnered with the Mid-States MSDC to bring the Ask A Lawyer Workshop and Reception series to MBEs in the Mid-States MSDC service area.

MBEs will benefit from legal advice from the areas top law firms on a variety of topics. Barnes & Thornburg LLP will present at the first workshop that will be held in Indianapolis on February 18, 2016.

Other workshops will also take place in St. Louis, MO.

For more information and to register [click here](#).

PLEASE JOIN US
Ask A Lawyer Workshop & Reception
presented / hosted by

Cummins **Mid-States Minority Supplier Development Council** **BARNES & THORNBURG LLP**

THURSDAY, FEBRUARY 18, 2016
registration begins at 5 p.m. | sessions 5:30 to 7:30 p.m.

BARNES & THORNBURG
11 SOUTH MERIDIAN STREET • INDIANAPOLIS, IN 46204
\$75 Mid-States MSDC Certified Businesses \$85 Invited Guests/Businesses

REGISTER NOW →

Don't miss this opportunity to learn and network!
Indianapolis law firm Barnes & Thornburg will present and discuss:

- Tax Strategy and Corporate Structure
- Tax Ramifications for Corporations
- Subchapter S Corporations
- Sole Proprietorships
- Limited Liability Corporations

Contact Us

Deputy Commissioner

Terrie Daniel
(317) 232-3061
tdaniel@idoa.in.gov

Director of Certification

Amy Wolf
(317) 234-3426
awolf@idoa.in.gov

Deputy Director of Business Development & Compliance

Courtney Edmonds
(317) 234-3428
cedmonds@idoa.in.gov

Business Development & Outreach Manager

Michael Babcock
(317) 234-5360
mbabcock@idoa.in.gov

Business Relations Specialist

Isabel Smith
(317) 234-3421
ismith@idoa.in.gov

Jocelyn Williams

(317) 234-3425
jowilliams@idoa.in.gov

Certification Program Coordinator

Kesha Rich
(317) 234-9521
krich@idoa.in.gov

Ellen Brassard

317) 233-1872
ebrassard@idoa.in.gov

Sudoku Solution:

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