



The Link

to Supplier Diversity

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

July 2016

In This Issue

Business Read	pg 2
Business Quote	pg 2
Subcontractor Opportunities	pg 2
NWIBC Flier	pg 3
Puzzle	pg 4
Newly Certified Businesses	pg 4
IBE Business Conference	pg 5

Event Calendar

Pay Audit Webinar	July 13
Indiana Black Expo	July 7-17
Certification Webinar	July 20
Northwest Indiana Business Conference	Aug. 12

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

How to Connect



www.in.gov/idoa/mwbe

NMSDC Releases National Survey

Access to capital is a critical factor in the success and competitiveness of any business. The lack of access to capital among minority entrepreneurs is well documented. This lack of access is why the Division of Supplier Diversity brings a wide variety of traditional and non-traditional lenders to regional business conferences as an added resource to attendees.

The National Minority Supplier Development Council (NMSDC) recently released results from a national survey that explored issues of access to capital among Minority Business Enterprises (MBEs).

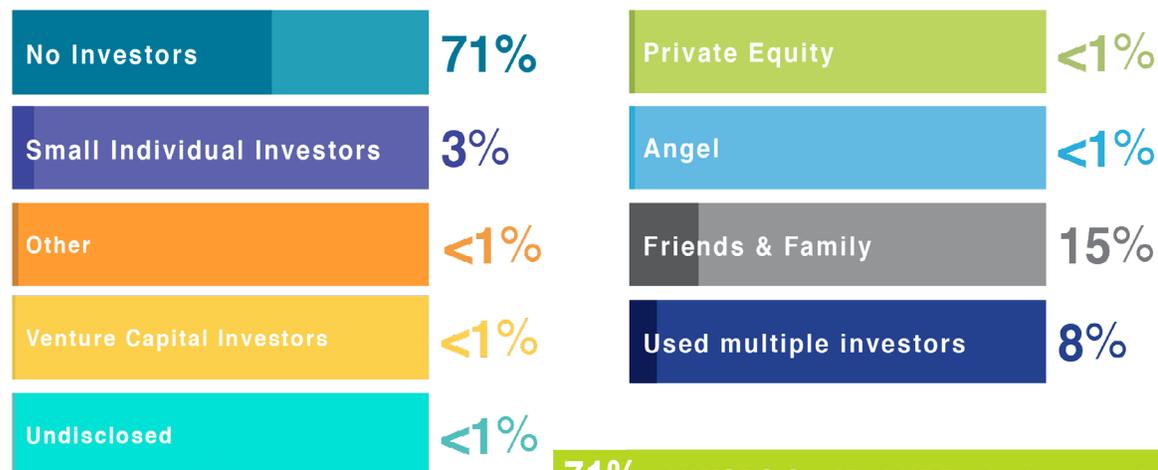
The survey examined MBEs and focused on the internal factors, those within a minority firm's control, which may hamper their ability to obtain criti-

cal growth or acquisition capital. Education is key, the survey found, to improved access to capital, along with more opportunities for networking between capital providers and minority entrepreneurs.

Internal factors among MBEs contributing to lack of access to venture and other forms of institutional capital include: the lack of growth-orient-

(Continued on page 02)

Do you currently have, or have you ever had, any of the following investors in your company?



71% of NMSDC Certified MBEs don't currently have or have ever had an outside investor.

Source: NMSDC, National Survey - Access to Capital Among Minority Business Enterprises

NMSDC Releases National Survey

ed succession planning for owners; lack of knowledge about sources of capital, combined with a lack of engagement by owners seeking funding alternatives beyond banks; and a negative perception of venture capital.

Among the survey's recommendations are online and on-site education, to teach MBEs best practices for fundraising, entrepreneurship in high-growth sectors, and better understanding of all types of financial tools, fostering an "overall level of financial sophistication to be able to interact in a substantive way with various fund managers." The survey also concluded that relationships need to be significantly improved between networks of MBEs, and networks of investors.

Demographic shifts mean

that in coming decades more than half of all Americans will belong to minority groups, greatly affecting employment and entrepreneurship which, along with small business ownership, is the greatest driver of wealth and job creation in the U.S. "Improving access to capital among underrepresented minority entrepreneurs is more than a social issue," the survey states. "It is an economic imperative."

The national survey on access to capital among Minority Business Enterprises was conducted in early 2015, using a representative sample of the population of interest – in this case, minority business enterprises certified by NMSDC. To review the survey, please click on this link: [NMSDC National Survey on Access to Capital among Minority Business Enterprises](#).

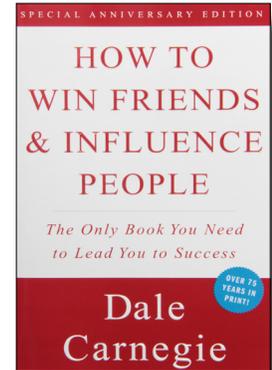
Subcontractor & Other Business Opportunities

Project Name	Due Date	Contact Information
Economic Forecasting for State Budget Agency RFS-17-011	Monday, July 25	Teresa Deaton http://goo.gl/BxKOce
Digital Content Platform 17-009	Thursday, July 28	Jennifer Mayfield http://goo.gl/UJyin6
Indiana Sector Partnership Initiative Technical Assistance RFP-16-103	Friday, July 29	Lottie Hooyer http://goo.gl/pEHOon

Business Reads

How to Win Friends and Influence People

By: Dale Carnegie



You can go after the job you want... and get it! You can take the job you have...and improve it! You can take any situation you're in...and make it work for you!

Since its release in 1936, *How to Win Friends and Influence People* has sold more than 15 million copies. Dale Carnegie's first book is a timeless bestseller, packed with rock-solid advice that has carried thousands of now famous people up the ladder of success in their business and personal lives.

As relevant as ever before, Dale Carnegie's principles endure, and will help you achieve your maximum potential in the complex and competitive modern age.

Learn the six ways to make people like you, the twelve ways to win people to your way of thinking, and the nine ways to change people without arousing resentment.

Business Quote

"The successful man will profit from his mistakes and try again in a different way"

- Dale Carnegie

Northwest Indiana Business Conference *A Season to Grow*

Registration Now Open

Click Here 

August 12, 2016
8:00 a.m. - 4:30 p.m.
Majestic Star Casino
Gary, IN

Educational workshops, resources and plenary sessions will provide tools for minority-, women-, and veteran-owned business success at the 2016 Northwest Indiana Business Conference.

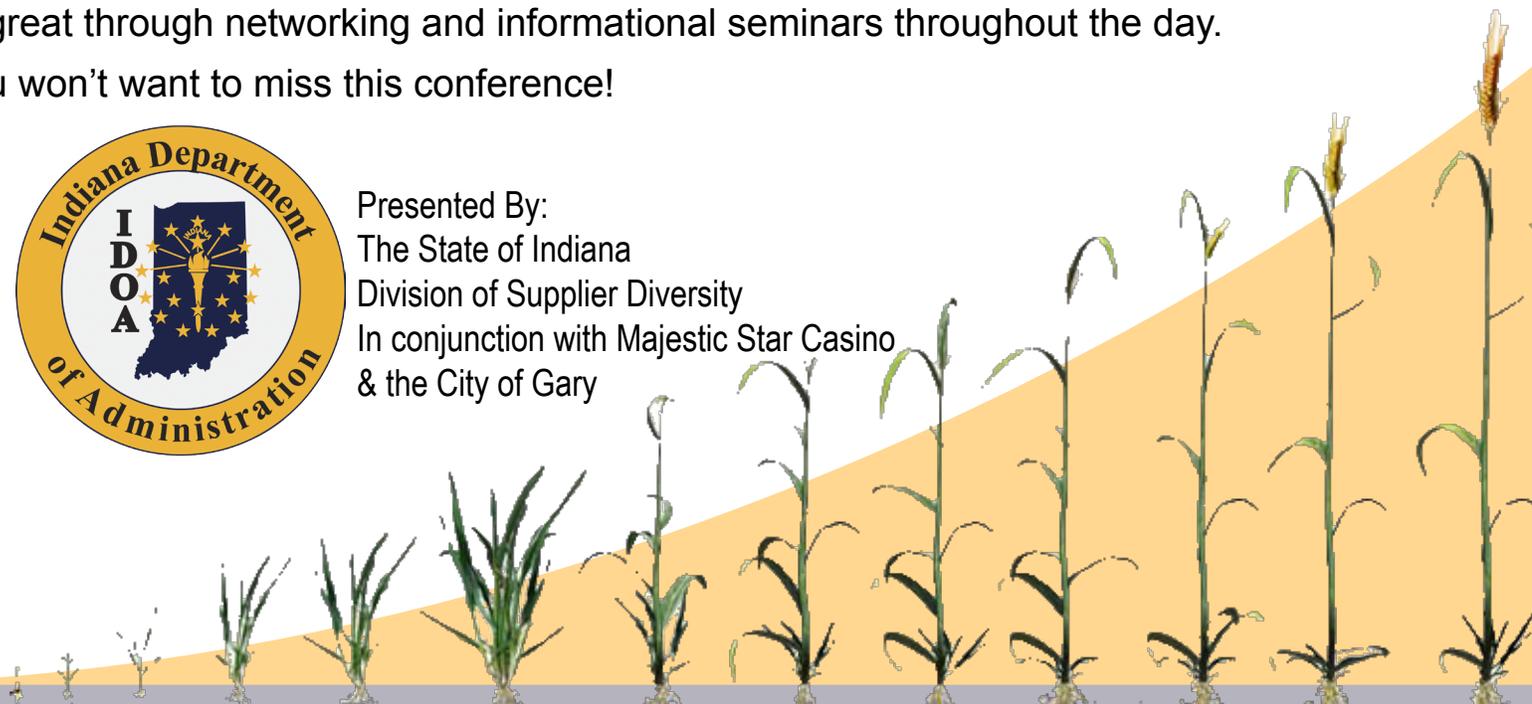
Expert presenters will discuss strategies for accessing capital, leveraging your certification, doing business across the state and more! In addition, attendees will be able to network with public and private procurement agents from across the state.

Attendees will have the opportunity to grow their business relationships from good to great through networking and informational seminars throughout the day.

You won't want to miss this conference!



Presented By:
The State of Indiana
Division of Supplier Diversity
In conjunction with Majestic Star Casino
& the City of Gary



For more information

Visit <http://www.in.gov/idoa/mwbe> or call (317) 232-3061

Certified WBEs

Blasdel Solutions, LLC
Audra Blasdel
(317) 242-8223
audra.blasdel@gmail.com

Eenigenburg Exteriors
Cindy Eenigenburg
(219) 365-2837
eburgexteriors@sbcglobal.net

Green 3, LLC
Dawn Kroh
(317) 634-4110
dawn@green3LLC.com

GRESH, Inc.
Shirley Pence
(765) 448-1368
shirley.pence@steemer.com

Mohr, Inc.
Amy Mohr
(317) 392-2281
mohrinc@att.net

Nanas Sweets Bakery, LLC
Jennifer Lovette-Cephus
(219) 230-7325
nanas_sweets@yahoo.com

PB Logistic Services, LLC
Charlene Paquin
(317) 658-5288
svest001@indy.rr.com

Powersource Transportation, Inc.
Barbara Bakos
(219) 972-8789
lisa@powersourcetrans.com

The People Movers, LLC
Tarra Simpson-Russell
(855) 473-7568
thepeoplemovers@hotmail.com

Weavers.com, Inc.
Pamela Weaver
(317) 730-4667
pweaver@weavers.com

SAVE THE DATE!

The 8th Annual DSD Central Indiana Business Conference

A Season to Grow

September 26 -27, 2016
8:00 a.m. - 4:30 p.m.
Indiana Government Center
302 W. Washington Street
Indianapolis, IN



Presented By:
The State of Indiana
Division of Supplier Diversity



For more information visit <http://www.in.gov/idoa/mwbe> or call (317) 232-3061

Certified MBEs

Customized Embroidery, LLC
Janice Knox
(317) 546-0137
janmknox@comcast.net

Fineline Graphics, Inc.
Richard Miller
(317) 872-4490
info@finelineprintinggroup.com

Franklin Interior Systems
Adrian Franklin
(812) 704-7315
franklininterior@gmail.com

HMRMG Facility Management & Construction
Malkiat Grewal
(812) 343-9365
malkiat@hmmg.com

I2 DesignWorks
Julie Altman
(317) 750-6835
i2dwjulie@gmail.com

Indiana Wellness Consultants, LLC
Kathleen Kline
(574) 933-4455
iwc.kathleen1@gmail.com

Jack Gray Transportation Services, Inc.
Danette Garza
(219) 765-1337
dgarza@jackgrayservices.com

Certified MBEs

Pillow Express Delivery, Inc.
George Pillow
(317) 415-4000
epillow@pillowlogistics.com

TJ Materials, LLC
Terri Clark
(219) 712-9579
tjmaterialsllc@yahoo.com

Top Quality Data, LLC
Ivan Butler
(317) 283-3282
ivanbutler@sbcglobal.net

Certified VBEs

Superior Delivery Services, LLC
Isaac Smith
(317) 502-8001
ismithrj234@gmail.com

Corvano, LLC
Gerry Bailey
(317) 513-0116
GB@corvano.net

Global Impact Consulting LLC
Komlan Koudifo
(719) 963-4254
komlan.koudifo@globallanguageystem.com

Sudoku

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

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

Indiana Black Expo Business Conference

Presented By KeyBank®
 July 11 - 12, 2016
 Indiana Convention Center

The Indiana Black Expo Business Conference is an exciting, jam-packed 2-day conference of workshops, symposiums, receptions and networking opportunities held during the first week of IBE's Summer Celebration. The goal of the Indiana Black Expo Business Conference is to provide a venue to empower minority- and women-owned business owners, entrepreneurs, and professionals with information and resources that assist them in achieving financial stability and sustainability. The conference offers something for everyone.



IBE®

Indiana Black Expo, Inc.

REGISTER HERE



Contact Us

Telephone: (317) 232-3061
 Fax: (317) 233-6921

General Inquiry E-mail:
mwbe@idoa.in.gov

Compliance Inquiry E-mail:
mwbecompliance@idoa.in.gov

Address:
 Minority and Women's Business
 Enterprises Division
 402 W. Washington Street, Room W479
 Indianapolis, IN 46204

Hours of Operation:
 8:00 a.m. - 5:00 p.m. Monday-Friday
 (excluding state holidays)

How to Connect



www.in.gov/idoa/mwbe

Sudoku Solution:

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

Monday - JULY 11	Time
Mayor's Breakfast	8:30 - 10:15
City of Indianapolis – Business Development Workshop	10:30 - 12:00
IU Kelley School of Business Indianapolis "Marketing and Social Media: Leveling the Playing Field"	12:30 - 2:00
Indy Chamber Entrepreneur Service - Sales 101, "Key Selling Techniques to Help You Close the Deal"	2:15 - 3:45
KeyBank® and Indy Chamber Entrepreneur Service - "Financing Options for Small Business"	4:00 - 5:30
Professional Networking Reception	5:30 - 7:30
Tuesday - JULY 12	
Contracting with the State of Indiana and the Federal Government	9:30 - 11:00
"Doing Business with Indiana's Universities and College"	11:15 - 12:45
Governor's Award Reception	2:00 - 3:30
US Housing and Urban Development and Small Business Administration (HUD/SBA) "Building Capacity & Contracting Opportunities for Small to Large Businesses"	4:00 - 6:00
Media Reception <i>Invitation Only</i>	6:30 - 8:30
Friday - JULY 15	
Corporate Luncheon <i>Ticket purchase required</i>	10:30 - 1:30