



The Link

to Supplier Diversity

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

March 2017

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Event Calendar

Gov. Commission on MWBEs Quarterly Meeting	March 6
Pay Audit Webinar	March 8
SBA/IDOA/OMWBD Business Development Seminar	March 8
NAWBO day at the Statehouse	March 13
Certification Webinar	March 15
MidStates Procurement Conference	March 28

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

6 Great Resources for Asian-American-Owned Small Business Enterprises

By: John Suarez, Marketing Manager, CVM Solutions

Originally published on CVM Solution's Blog (blog.cvm solutions.com), Wednesday, February 15, 2017

An obvious starting point is to consider the resources available through the U.S. government, notably the [U.S. Small Business Administration](#) and the [U.S. Minority Business Development Agency](#). These two agencies were created to serve small and minority-owned firms, and Asian-American businesses fall within these categories. The help that is available from these agencies runs the gamut from financing and access to capital, business planning, networking, and mentoring.

Searching "Asian" in the search engines of these websites will relay a plethora of specific information and resources targeted to the Asian-American business demographic, including services, data, business summits, and opportunities.



Outside of government, the [United States Pan Asian American Chamber of Commerce](#) (USPAACC) is the preeminent organization serving Asian-American businesses. The USPAACC's mission is to serve as a gateway organization, connecting Asian-American firms and related groups to corporate and government contracts, minority business suppliers, and information about Asian-Americans and

the Asia market.

The USPAACC, which is based in Washington, D.C., represents a diverse group of Asian-Americans, including those who trace their heritage to China, Hong Kong, Taiwan, Japan, the Philippines, South Korea, India, Indonesia, Vietnam, Cambodia, Thailand, Singapore, Malaysia, Bangladesh, Pakistan, and Mongolia.

One of the USPAACC's major annual events is CelebrAsian, the nation's largest procurement conference for Asian-American businesses to connect Fortune-level corporations and governments with Asian-American and minority businesses to pursue contracting relationships. The 2017 CelebrAsian event will be held May 31 through June 2 in San Diego, California.

A number of other organizations offer resources targeted directly to Asian-American firms. These include:



ASIAN AMERICAN BUSINESS DEVELOPMENT CENTER

• **Asian American Business Development Center (AABDC)**. This organization was established in New York City in

1994 to promote greater recognition of Asian-American businesses' contributions to the general economy. AABDC's mission is to assist Asian-owned businesses to compete in the mainstream marketplace by offering technical assistance, support, and programs to improve the management skills of Asian-American business owners. It also encourages Asian-American businesses to be more actively involved in issues and policies that directly affect them at the federal, state, and city levels.



• **Asia America MultiTechnology Association (formerly the Asian American Manufacturers Association) (AAMA)**. This nonprofit organization was founded in 1979 to promote manufacturing and related business enterprise throughout the Pacific Rim. The AAMA, located in Palo Alto, California, has more than 10,000 members from some 2,000 companies, particularly in industries such as wireless, telecommunications, semiconductor, software, hardware, electronics, and biotech.

6 Resources for Asian-American-Owned Small Business Enterprises (cont.)



• **Asian Professional Exchange (APEX).** This Los Angeles-based organization presents a grassroots opportunity for Asian-American business owners and professionals. The group regularly hosts events and seminars to assist Asian-American professionals through a network of resources and mentors.



• **Asian Women in Business (AWIB).** This New York City membership-based organization was founded in 1995 to assist Asian-American women entrepreneurs. Through targeted programs and events, the AWIB seeks to identify and address the needs and issues affecting the business and professional development of Asian-American women. The organization also serves as an advocate for Asian-American women business owners.



• **The National Minority Supplier Development Council (NMSDC).** The NMSDC, based out of New York, while not an Asian-based organization like others included on this list, serves Asian-owned businesses along with other diverse firms as a leading certification body. In addition, the more than 12,000 certified businesses NMSDC works with has access to its network of affiliate chapters around the country as well as its corporate partners seeking purchase products and services from diverse businesses, including Asian-owned firms.

About CVM Solutions

CVM Solutions, a Kroll Company, is a leading provider of global supplier data and supplier diversity solutions. CVM delivers data, services, and technology needed to manage supplier data, and advances supplier diversity initiatives to achieve corporate sourcing objectives.

As a data aggregator and data originator for Tier 1 and Tier 2, CVM has partnered with more than half of the Fortune 100 and half of the Billion Dollar Roundtable members to leverage and consolidate supplier information, thus enabling our clients to increase their supplier diversity results and take their programs to the next level.

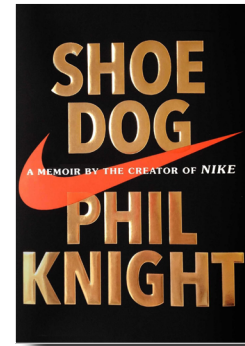
For more information, visit www.cvmsolutions.com.

Subcontractor & Other Business Opportunities

Project Name	Due Date	Contact Information
Digital Content 17-055	3/22/17	Jennifer Mayfield goo.gl/gHETh5
RFP-17-077 Inventory for Clients and Agency Planning (ICAP) Assessments	3/23/17	Teresa Deaton goo.gl/ZxbTM5
Installation and support services for an electronic Access Security System RFP-17-075	4/10/17	Teresa Deaton goo.gl/ZxbTM5

Business Read

"Shoe Dog"
By: Phil Knight



Nike is not only the world's biggest athletic company, with a market cap of about \$88 billion. It's also, remarkably, been a worldwide leader of "cool" since the 1970s.

It all started with a new college grad named Phil Knight who sold running shoes out of his parents' garage.

Young, searching, fresh out of business school, Phil Knight borrowed fifty dollars from his father and launched a company with one simple mission: import high-quality, low-cost running shoes from Japan. Selling the shoes from the trunk of his Plymouth Valiant, Knight grossed eight thousand dollars that first year, 1963. Today, Nike's annual sales top \$30 billion. In this age of start-ups, Knight's Nike is the gold standard, and its swoosh is more than a logo. A symbol of grace and greatness, it's one of the few icons instantly recognized in every corner of the world.

Knight is retired as the chairman of Nike this past summer, and his book "Shoe Dog" is the definitive story of how he laid the foundation of an empire. It's a well-written and emotionally engaging story about an entrepreneur growing as a human being alongside the company in which he completely invested himself.

Business Quote

"Mentors, by far, are the most important aspects of businesses."

-Daymond John



Small Business Legislation: March Follow Up

Indiana's 120th General Assembly commenced in January. The first day for the State Senate was Tuesday, January 3, and Wednesday, January 4, for the House of Representatives. The Division of Supplier Diversity, being focused on minority-owned and women-owned businesses, wanted to denote legislation that could possibly affect small businesses in the state of Indiana. This is a follow up on the current status of the legislation that we featured in last month's newsletter.

Visit IGA.IN.GOV to find a full listing of proposed legislation by subject matter. Listed under "Small Business" are the following six pieces of legislation.

Senate Bills

Name	Authored by	Status	Description
SB 90	Sen. Jean Leising	(S) Referred to the House	Defines the term "cooperative or mutual entity". Requires the department of agriculture to regulate the use of the terms "cooperative", "co-op", "mutual", and any derivative of those terms.
SB 141	Sen. Lonnie Randolph	First reading: referred to Committee on Tax and Fiscal Policy	Provides a nonrefundable tax credit to a small business for employing an individual who is receiving unemployment benefits or returning from military service (qualified new employee).
SB 443	Sen. Rodric Bray Sen. Eric Koch	(S) Referred to the House	Creates uniformity across Indiana's business formation regulations, and establishes a business entity reporting requirement for LPs and LLPs.

House Bills

Name	Authored by	Status	Description
HB 1074	Rep. Karlee Macer	(S) First reading: referred to Committee on Public Policy	Urges the legislative council to assign to an appropriate study committee during the 2017 legislative interim the topic of loans to Indiana small businesses.
HB 1157	Authored by Rep. Doug Miller Co-Authored by Rep. Doug Gutwein , Rep. Donna Schaibley , Rep. Justin Moed	(S) First reading: referred to Committee on Commerce and Technology	Requires the office of management and budget (OMB), division of government efficiency and financial planning, to analyze and consolidate duplicative state reporting requirements.
HB 1635	Rep. Vernon Smith	First reading: referred to Committee on Ways and Means	Provides that the owner of personal property that qualifies for the \$20,000 and under personal property tax exemption may choose between claiming the exemption or filing a completed personal property tax return.



U.S. Department of Transportation's Bonding Education Program

Program Overview

The US Department of Transportation's Bonding Education Program (BEP) is a partnership with the Surety and Fidelity Association of America to help small businesses grow their capacity. Becoming bondable is a challenge for many disadvantaged businesses and this program aims to help businesses grow by obtaining or building bonding capacity.

This program is tailored to businesses competing for transportation-related contracts and consists of a comprehensive set of all-inclusive workshops designed to address what businesses need to do in order to become bond-ready and grow their capacity in order to access new opportunities.

Workshops

During this training, participants will attend workshops that will provide a range of information related to improving their company's operations, thereby increasing their capacity and making it easier to become bonded or to increase their current bonding. They will learn how bonding relates to all aspects of their business operations and specific approaches and techniques that result in a successful bond application and long-term surety relationship.

Participants will receive comprehensive training in the areas of construction accounting, cash flow and financial statements, insurance for contractors, construction law, financing resources, etc. During the final session, participants will have an opportunity to meet one-on-one with senior bank loan officers and surety agents to gain valuable feedback.

Eligibility

To be considered for this program, applicants must be the primary owner of a business that meets the following criteria:

- In business for at least two consecutive years
- Annual revenue of at least \$250,000
- Minimum of 2 full-time employees
- Past performance in the construction industry
- Pursuing transportation-related contracts
- Good business and personal credit standing
- Have (or be in the process of obtaining) at least one of the following certifications:
 - DBE
 - WOSB
 - SDB
 - 8(a)
 - Service Disabled Veteran Owned Business
 - Veteran Owned Small Business
 - HubZone

For more information please contact Jacki Reyes at 312-425-9500 or Jreyes@ihccbusiness.net.

Community Announcement

SBA/IDOA/OMWBD Business Development Seminar Wednesday, March 8, 2017

Learn how to do business with the Federal Government and how your company can benefit.

- Eligibility requirements
- Benefits of various programs
- Goals of the program
- How to apply
- Program terms

Certification workshop for minorities, women, veterans and disabled business owners

Individuals interested in City of Indianapolis/State of Indiana certification will receive the following information on:

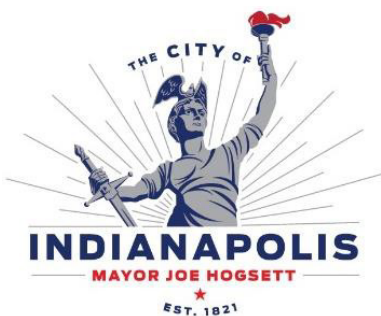
- The application process
- Learn how to apply and complete certification application
- Find out about individual and one-on-one counseling opportunities
- How to register as a vendor through the City's Purchasing Division and obtaining information on current and upcoming bidding opportunities
- Participate in a questions & answer session with representatives

Workshops are FREE to attend, but registration is required. Please register at <http://www.indy.gov/eGov/City/DMWBD/Pages/RSVP.aspx> or call (317) 327-5262 to sign up.

LOCATION:
Martin University
Gathertorium
2186 N Sherman Dr., Indianapolis, IN 46218

TIME:
Registration 8:30 a.m.
Program 9 a.m.-1 p.m.

RSVP on:
www.indy.gov
-Education and Jobs
-OMWBD
-Event RSVP



Sudoku

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

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

Community Announcement



The Fort Wayne Housing Authority presents

DOING BUSINESS WITH FWHA

Tuesday, March 21 | 11:30am-1:00pm

7315 Hanna Street · Fort Wayne, Indiana 46816
(Please enter through doors on backside of building)

LUNCH WILL BE SERVED

Learn the ins and outs of working with the Fort Wayne Housing Authority as we embark on a five-year development plan to increase affordable housing options in our area. We anticipate spending approximately \$80M over the next five years and will be looking to award several contracts to businesses in our area.

Contracts may include:

- General Construction Services
- Demolition Services
- Electrical Services
- Plumbing Services
- HVAC Services
- Landscape Services
- General Maintenance and Repairs
- Flooring Replacement and Repair/Maintenance
- Consulting/Professional Services
- Trash Debris Service
- Snow Removal
- Other Services

You won't want to miss this informative session!

RSVP IS REQUIRED

Please reserve your seat **by March 17, 2017**. RSVP online or by phone:

<http://conta.cc/2lqN85U>

OR

260.267.9300 x7601

2017 Procurement Conference

MBE ♦ WBE ♦ DBE ♦ SDVOB ♦ Certified/Non-Certified ♦ Diverse City/State/Federal ♦ XBE ♦ LGBTQ ♦ NAWBO ♦ Great Lakes WBC ♦ MBDA

Deadlines Approaching Fast

B2B Matchmaking and Conference Registration

📅 **March 29-30, 2017**

📍 **JW Marriott Hotel,**

Downtown Indianapolis

Corporations attending so far:

Anthem, Lilly, Monsanto, Toyota, Duke Energy, Exelon, Vectren, Citizens Energy Group, Allison Transmission, IU Health, IU, 5/3 Bank, Ball State University, University of Southern Indiana, Indiana State University, Magellan Health, IVY Tech, Cummins, Express Scripts, FHLB, Delphi, IPL

Diverse Businesses, If you have not already registered for the 2017 Procurement Conference you must do so by **March 17, 2017**.

[REGISTER](#)

If you want to meet with corporations during the B2B Matchmaker watch for instructions (after you complete your registration) during the first week of March. We will provide a list of companies participating in matchmakers soon.

Need a hotel room? Book yours ASAP. Rooms are filling up fast. We have a great rate.

[MAKE RESERVATION](#)

ANNUAL MEETING SPEAKER

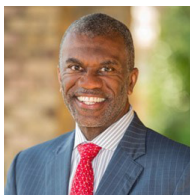
Louis Carr

Louis Carr is the President of Media Sales for BET Networks and one of the most influential and prominent African-Americans in the media and advertising industries. A long way from humble beginnings on the west-side of Chicago, Louis Carr is responsible for more advertising dollars targeting African-American consumers than any other professional or company in history. A corporate executive, author, philanthropist, fashionista, and dynamic motivational speaker, Louis Carr is giving audiences nationwide a reason to re-calibrate their lives. His powerful words and unapologetic delivery are inspiring people around the country to have a new perspective on reinventing themselves, building a vision for success, and overcoming adversity.



CORPORATE LUNCHEON PANEL

The Game Changers Panel



Eugene Flood, Jr., Ph.D.
Managing Partner,
Next Sector Capital



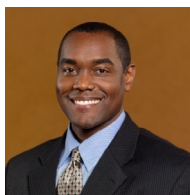
James Mason, Jr.
Senior Advisor,
Next Sector Capital



Andrea Chapman
Vice President,
Next Sector Capital



Antonio Davis
Managing Venture Partner,
Playbook Investors Network



Jesse McRae
Chief Operating Officer,
Playbook Investors Network



Rodney Woods
Managing Partner and Owner,
Playbook Investors Network

SPONSORS





2017 SBA Indiana District Emerging Leaders Program

▶ Who -

- Underserved entrepreneurs in business 3 or more years
- Have at least one employee other than owner
- Have annual revenues of at least \$400,000

▶ What –

- No cost, 100+ hours of professional specialized training and peer-to-peer counseling delivered over the course of seven months
- 3 year strategic growth plan

▶ Where -

- Information: www.sba.gov/emerging_leaders
- Registration: www.interise.org/sbaemergingleaders

▶ When -

- Registration is open 01/01/2017–03/20/2017
- Classes will run from April – October of 2017

▶ Why -

- 3 Year Growth Strategy With Proven Results
 - <http://www.interise.org/interise-impact/our-results>

For more information contact Sharon Harvey, SBA Indiana District 2017 Emerging Leader Program Manager, 317-226-7272 ext. 123 or email sharon.harvey@sba.gov.

Congratulations To Our Newly Certified Vendors!

Certified WBEs

Adkins Licensing & Consulting LLC

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jadkins.alc@gmail.com

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Tina Bishop
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Braun Analytics LLC

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cflores@hafassoc.com

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dawn@lbulktrans.com

L&L Bulk Transport Inc.

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amy@letterperfectservices.com

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lisamccann@lkraccountingservices.com

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jrsmobiletruckandtrailerrepair@yahoo.com

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Kimberly Johnson
(317) 260-8928
worldviewtherapy@comcast.net

Contact Us

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mwbecompliance@idoa.in.gov

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Division of Supplier Diversity
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

Below is the solution to last month's puzzle!

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