



The Link

to Supplier Diversity

A publication of the Indiana Department of Administration Minority & Women's Business Enterprises

April 2014

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Event Calendar

- Pay Audit Training April 9
- Certification Clinic April 16
- National Small Business Week May 12-16
- Pay Audit Training May 14
- Certification Clinic May 21
- Indiana Business Development Week Oct. 29-31

How to Connect

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Businesses Take Advantage of Networking Opportunities

Minority- and women-owned businesses had the opportunity to network and attend business development sessions at the North Central Indiana Business Conference, March 12 at Saint Mary's College.

The conference consisted of nine morning business educational sessions, a business certification roundtable discussion, business networking and a Business Plan Assistance Center presented by SCORE.

Two of the morning sessions included presentations by the procurement and purchasing departments of the city of South Bend, University of

Continued on pg. 2...

MBE/WBE Certification is Worth the Paperwork for Businesses

Featuring: Jennifer Foster, *Foster Results, Inc.*

Jennifer Foster started her business when the second company she worked for as CFO was sold and the purchasing firm began restructuring its new acquisition. At that point, Jennifer decided that she wanted more security and flexibility so she could spend more time with her family and still pursue a rewarding professional career.

Within the first year of starting her business, Foster Results, Inc., Jennifer started working on her certification application with the Minority and Women's Business Enterprises Division.

"Since we service small organizations, I didn't initially think the certification would help me, but I quickly realized that those organizations also wanted to use certified businesses," said Jennifer.

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Over 25 certified minority- and women-owned businesses displayed at the North Central Indiana Business Conference held at Saint Mary's College March 12.



These companies had the opportunity to network with other certified businesses, procurement contacts and other buyers from the surrounding area.



Find More Pictures on our Facebook Page

Worth the Paperwork Continued...

50 percent of Foster Results' clients are nonprofit organizations and many of their grantors/funders have MBE/WBE requirements. Jennifer's company is able to fill a huge need within their client's organization while still helping them meet this requirement.

Jennifer was originally surprised at the amount of paperwork that was required during the certification application

process, but it was worth it for her company.

"As an accounting company, I am used to dealing with the IRS, state taxing authorities and banks, but the certification packet for MBE/WBE certification wins the paperwork prize," said Jennifer.

"While a lot of work, receiving the certification with the state of Indiana has definitely been worth it and I would do it again!"

Q: What do you wish other people knew about IDOA's Minority and Women's Business Enterprises Division?

A: It is not just for the organizations that serve Fortune 500 companies and not just for construction firms.

Q: What would you tell someone who is thinking about starting a business?

A: Have faith in yourself and have a strong support system as well as the financial capacity to work without pay for a period of time — planning ahead is crucial.

Businesses Take Advantage of Networking Continued...

Notre Dame, Saint Mary's College and the state of Indiana.

Indiana certified minority- and women-owned businesses from the area displayed their products and services during the afternoon networking session of the conference to potential buyers and procurement agents.

During the lunch session, five businesses were selected and were given the opportunity to present a 10-minute presentation about their company.

To hear more details about the event, read the deputy

commissioner's *Tools for Success* on page three of the April newsletter, visit the division's website at www.in.gov/idoa/mwbe or visit our [Facebook](#) and [Twitter](#) accounts.

The North Central Indiana Business Conference was presented by the Indiana Minority and Women's Business Enterprises Division in conjunction with Saint Mary's College.



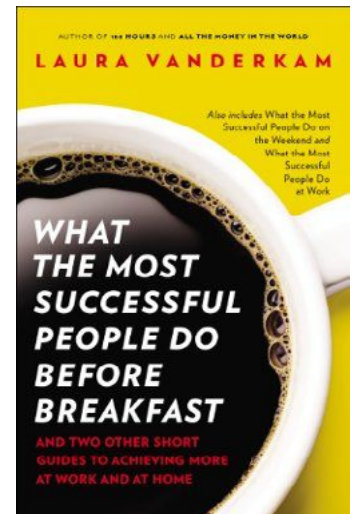
During the lunch session of the business conference, five companies had the opportunity to give a presentation to the attendees.

Subcontractor & Other Bidding Opportunities

Project Name	Due Date	Contact Information
Cellular Enhancement System	Friday, April 4	Ivy Tech Community College of Indiana Alisha Aman aaman@ivytech.edu
Purdue University Advertisement for Bids	Thursday, April 10	Purdue University Marta Foth Phone: (765) 494-3739 marta@purdue.edu
Logan CSO Interceptor, Contract No. 350941	Friday, April 25	S.J. Louis Construction Jenny Hauge Phone: (320) 253-9291 Ext. 361 Fax: (320) 253-3533 estimators@sjlouis.com

Business Reads

"What the Most Successful People Do Before Breakfast – And Two Other Short Guides to Achieving More at Work and at Home"
Laura Vanderkam



Laura Vanderkam has combined her three popular mini e-books into one comprehensive guide with a new introduction.

It will help readers build habits that lead to happier, more productive lives despite the pressures of their busy schedules.

Business Quote

"Don't find fault, find a remedy."

- Henry Ford

Tools for Success

By: Terrie Daniel, *Minority and Women's Business Enterprises Deputy Commissioner*



Terrie Daniel
Minority and Women's Business
Enterprises Deputy Commissioner

This month I would like to personally thank those of you who attended the North Central Indiana Business Conference held in South Bend on March 12th. We got off to a slow start because of the weather

conditions but it ended up being an awesome day!

It was great to meet so many new business owners who attended. We have heard numerous stories of great business connections being made and very positive feedback about the information presented in the morning plenary sessions. At the close of the day we had 200 conference attendees and over 25 exhibitors.

I would like to take a moment to thank the people who helped make this event a success: I would like to thank my staff for their hard work; the workshop

presenters and business conference sponsors including 1st Source Bank, the city of South Bend and the mayor's office for continuing to support minority- and women-owned businesses. I also want to extend a very special thank you to Martha Smith and Saint Mary's College for your partnership and hard work in planning such an amazing event!

Congratulations to the following businesses that were selected to give their business presentations at the conference luncheon session: Geyer Fire Protection, Kramer Leonard Office Products, Michiana Brick, North Meridian Hardware and Specialized Staffing.

It was fun and exciting as these businesses were randomly selected to talk about their business to an audience of almost 200 luncheon participants. You may hear more about these businesses in the "Business Voice" section of our upcoming



Saint Mary's College Women's Entrepreneurial Initiative Project Director Martha Smith (left) and Minority and Women's Business Enterprises Deputy Commissioner Terrie Daniel open the morning session of the North Central Indiana Business Conference held at Saint Mary's College.

division newsletters.

Finally, be on the lookout for more amazing events featuring information about upcoming contracting opportunities and resources geared toward positioning you and your business for economic growth.

Don't forget to like us on [Facebook](#) and follow us on [Twitter](#) for more information about the Minority and Women's Business Enterprises Division.

Thank you for your support and may you prosper and be fulfilled in all you do!

New Commission Meeting Locations

The Governor's Commission on Minority and Women's Business Enterprises will hold its next two meetings in new locations across the state to provide an opportunity for businesses in those regions to meet and become engaged with the commission members and division staff.

The June commission meeting will be held at Indiana University in Bloomington and the September meeting will be at the Ivy Tech Community College North Campus in Fort Wayne.

The commission meeting schedule is on the website at <http://www.in.gov/idoa/mwbe/2505.htm>



1st Source Bank was one of the sponsors of the North Central Indiana Business Conference.

Certified M/WBES

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Marsha's Specialty Cakes

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Certified MBEs

A Plus Cleaning Service

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Thank you to the Saint Mary's College Student Volunteers who helped make the North Central Indiana Business Conference a success!

2015 Disparity Study RFP Posted

RFP-14-080 Consultant Services/ Disparity Study was posted on the Indiana Department of Administration Procurement Division's [Current Opportunities web page](#) on March 21.

The proposal due date is May 1, 2014 by 3:00 p.m. EDT

If you're interested in this project, please attend the pre-proposal conference that will be held at 10 a.m. on Monday, April 7 at the Indiana Government Center South Conference Room A.