



The Link

to Supplier Diversity

A publication of the Indiana Department of Administration Division of Supplier Diversity
Terrie F. Daniel, Deputy Commissioner

July 2014

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Event Calendar

- Pay Audit Training July 9
- IBE Business Conf. Workshop: Doing Business with Municipalities Statewide July 15
- Certification Clinic July 16
- Northwest Indiana Business Conference Aug. 1
- Pay Audit Training Aug. 13
- Certification Clinic Aug. 20

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

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www.in.gov/idoa/mwbe

Business Voice: Cornerstone Construction Group, LLC

Content Submitted by: Nick Lunn, *Cornerstone Construction Group, LLC*

After working over 15 years in the construction industry I always said to myself, "If others can do it, then so can I." Then after over-hearing some comments about asphalt paving for a new subdivision, I approached the contractor and said, "If you ever need asphalt or concrete paving, I'm your guy."

At that time I didn't have a business card or a business in operation. However, to my surprise he said, "Ok, why don't you give me an estimate on a job I'm working on right now." Long story short, that's how Cornerstone Construction was born.

The thing I find most challenging about running my own business is working within the system. I once heard that many people can make a better hamburger than McDonalds but very few people can create a better "system" than McDonalds. It's my understanding that where people fail, systems don't, so I try my best to stay within the system.

Cornerstone Construction Group is a full service asphalt, concrete and seal coating paving contractor providing high quality asphalt and concrete paving

Northwest Indiana Business Conference Offers Something for Every Kind of Business

The Northwest Indiana Business Conference will be held August 1 at the Majestic Star Events Center in Gary.

The conference will be hosted by the Indiana Department of Administration Division of Supplier Diversity in partnership with the Majestic Star Casino and City of Gary.

"We are committed to providing a platform for economic growth for our Indiana based businesses, and we are looking to partner with Majestic Star Casino and the City of Gary to bring educational tools and resources to our Northwest Indiana business owners," said Terrie Daniel, Deputy Commissioner of the Division of Supplier Diversity.

"We want to assist businesses in realizing their potential growth by exposing them to new opportunities and help



Owners of Cornerstone Construction Group, Nick and Mish Lunn services. We strive for customer satisfaction and focus on educating our customers hoping to turn the one-time customer into a lifetime customer.

At Cornerstone Construction Group, we strive to provide employees with a sense of destiny, family balance, prosperity, leadership, honor, teamwork and

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them navigate the procurement process."

Majestic Star Casino unveiled a new program for Gary vendors earlier this year called Majestic Gary Vendor Program (MGVP). The program provides economic vitality for small businesses located in Gary.

"We are delighted to partner with the Indiana Department of Administration Division of Supplier Diversity for the upcoming conference", said Chareice White, Director of Government, Community Public Relations for Majestic Star Casino and Hotel.

The conference will provide an opportunity for local businesses to learn more about the resources provided by the Indiana Department of Administration and Majestic Gary Vendor Program (MGVP).

"The conference further enforces Majestic Star Casino's

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Welcome Deputy Director of Development & Compliance



Courtney Edmonds
Division of Supplier Diversity
Deputy Director of Development & Compliance

The Division of Supplier Diversity would like to welcome its new Deputy Director of Development and Compliance Courtney Edmonds.

Courtney worked previously as an account director for Hiron in the advertising and public relations industry. Her strategic communications skills have been utilized with clients, including many community and nonprofit organizations. Her work with public and community relations has led to many advances for Indianapolis nonprofits and government agencies, including the Indianapolis Department of Public Works, the Office of the

Indiana Attorney General, the Speedway Redevelopment Commission and the Office of the Secretary of State.

Courtney received her bachelor's degree in public relations from the Ball State University College of Communication, Information and Media. She is a member of the Public Relations Society of America, American Advertising Federation Indianapolis, the Indianapolis chapter of the National Association of Black Journalists and the NAACP.

Connect with
Courtney on LinkedIn



Governor and Young Entrepreneurs Celebrate Lemonade Day

Governor Mike Pence joined young entrepreneurs May 30 at the Statehouse to celebrate Lemonade Day.

"Visit a lemonade stand anywhere in Indiana, and you'll meet the next generation of Hoosier entrepreneurs," said Pence. "Today the spirit of enterprise is on the rise across the state, with Hoosiers dreaming big dreams and never settling in the pursuit of their goals. Lemonade Day allows our young entrepreneurs to enjoy the fruits of their labor, have fun, and learn the business fundamentals necessary to



brighten both their futures and, in turn, that of Indiana's economy."

The children set up lemonade stands on the south lawn of the Statehouse and sold more than 300 cups of lemonade

and earned \$414.14 in sales. Proceeds will benefit the Lemonade Day Seed Fund, which will provide start-up money for kids participating in the event next year.

All of the Statehouse Lemonade
Continued on pg. 4...

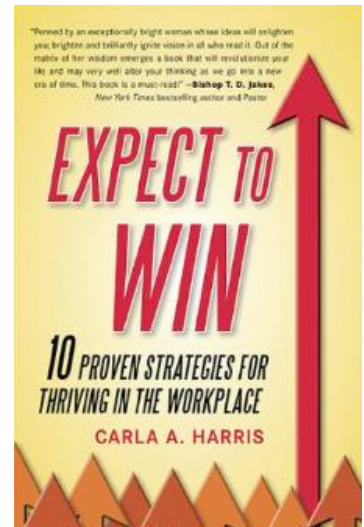
Subcontractor & Other Business Opportunities

Project Name	Due Date	Contact Information
Career Center Restroom Renovations-Bid Number B0023068	Wednesday, July 2	Indiana State University Scott Tillman Phone: (812) 237-8198 scott.tillman@indstate.edu
Town of Sellersburg Division II- Waterworks Improvements	Sunday, July 6	Mitchell & Stark Construction Co. Phone: (812) 966-2151 Fax: (812) 966-2862 leonp@mitchellstark.com
Town of Sellersburg Division II - Waterworks Improvements	Monday, July 7	Dugan & Meyers Construction Co. Fax: (502) 894-4481 AZalla@dugan-meyers.com

Business Reads

"Expect to Win: 10 Proven Strategies for Thriving in the Workplace"

By: Carla A. Harris



Carla Harris, one of the most powerful and respected women in business and chairperson of the National Women's Business Council, shares advice, tips and strategies for surviving in any workplace environment.

"Expect to Win" is an inspirational must-read for anyone seeking battle-tested tools to fulfill their true potential and for fans of Sheryl Sandberg's "Lean In".

Business Quote

"Do not let what you cannot do interfere with what you can do."

- John Wooden

Major Taylor Wellness Ride: Health, History and Fitness

Join Indianapolis Mayor Gregory Ballard as he helps kick off this year's Indiana Black Expo: Summer Celebration by leading the Major Taylor Wellness Ride Saturday, July 12.

This ride focuses on health in the community, providing participants with snacks, health fair, raffle prizes, music, kid's activities and much more. The ride is presented by Novo Nordisk.

Where: IndyCycloplex Home of the Major Taylor Velodrome
3649 Cold Springs Road
Indianapolis, IN 46222

When: Saturday, July 12
9:00 a.m. - 2:00 p.m.
Ride starts at 10:00 a.m.

All ages are welcome to participate in an 11-mile historic bike ride as the mayor leads riders through the Martin Luther King Jr. corridor to the legendary Madame Walker Theater and back. There will also be a 3-mile "Fun Ride" for all to enjoy around the Major Taylor Velodrome and park.

Come celebrate health, history and fitness all in the same day. See you there!



Tools for Success

By: Terrie Daniel
Division of Supplier Diversity
Deputy Commissioner

Summer is finally here! After a long, cold snowy winter I welcome the warm weather, as I'm sure you do too.

I also welcome the opportunity to get out and meet more of our state of Indiana business owners! I encourage you to do the same. There will be many events coming up over the next few months that will be a great opportunity for you to do just that!

Some upcoming events include the Indiana Black Expo Business Conference, where we will host a panel discussion titled, "Doing Business with State of Indiana Municipalities" on Tuesday, July 15. The panel features municipalities from across the state of Indiana including



Terrie Daniel
Division of Supplier Diversity
Deputy Commissioner

the City of Evansville, City of Ft. Wayne, City of Gary, City of Greenwood, City of Indianapolis, City of South Bend and several others. Each representative will talk about opportunities within their city and how you can position your business to win those opportunities.

There will also be a governor's reception where Governor Pence will recognize Indiana businesses for their outstanding achievements and many other events that will benefit you as a business owner.

For more information or to register, please visit our website at www.in.gov/idoa/mwbe or visit www.indianablackexpo.com.

We will also be hosting our first annual Northwest Indiana Business Conference

August 1 in conjunction with Majestic Star Casino and the City of Gary.

This event is sure to be a success and will feature amazing workshop sessions, B2B networking, a concert and a community service event!

Registration opens for the conference on July 1. Space is limited so please stay connected by visiting our website or connecting with us on Facebook or Twitter so you won't miss this business opportunity!

Finally, as the leader of supplier diversity for the state of Indiana, I would really like your feedback about your experiences with our division to see how we're doing! Please email your feedback to tdaniel@idoa.in.gov. I am looking forward to hearing from you!

May you prosper and be fulfilled in all you do!

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Governor and Young Entrepreneurs Continued

Day entrepreneurs received funds from this year's Seed Fund.

The national Lemonade Day program originated four years ago in Houston by Hoosier, Michael Holthouse. The program was designed to teach kids how to start, own and operate their own business – a lemonade stand.

In 2010, Lemonade Day's inaugural year in Indianapolis, more than 7,400 kids participated; last year, the number rose to 20,000. Indiana is one of 30 states around the country participating in Lemonade Day.

"I'm excited to say this is our fifth year for Lemonade Day in Indianapolis. It gets more spectacular each year, with 20,000 kids participating last year," said Scott Jones, chairman of Lemonade Day Indianapolis.

Thousands of young entrepreneurs, ranging in age from pre-school through high school, set up lemonade stands on Saturday, May 17 in local supermarkets, parks, neighborhoods, malls and other locations across the Greater Indianapolis area in celebration of Lemonade Day.

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Business Voice Continued

commitment.

At Cornerstone Construction Group, we are a family joined by our shared values, a common vision, mission and a balanced philosophy of destiny, family, prosperity and leadership.

It's obvious that the construction industry is going through many changes as the economy fights to find its way back.

As the market progresses, our company culture will remain at the heart of Cornerstone Construction Group.

The more my company grows I need a larger capacity in order to handle the increased workload. My mentor once said to me that, *"Every time a business increases in revenue it's a new business."*

To help Cornerstone Construction Group grow, I work within my capacity and network with other prime contractors to build partnerships. These partnerships help build my company toward future business growth.



CORNERSTONE
CONSTRUCTION
"A Symbol Of Stability"

Q: If you could change one thing about your business, what would it be?

A: The one thing I would change about my business would be the weather.

Q: When you're not running your business, what are you doing instead, or what would you like more time to do?

A: I would like more time to spend with my wife and family on vacation. Oh, by the way, with lots of golfing.

Q: What might someone be surprised to know about you?

A: They might be surprised to know that I am enrolled in "Drive Time University." Or simply put, I love listening to personal development while I drive (DTU).

Indiana Black Expo Business Conference

The Indiana Black Expo Business Conference will be held July 14-16 and July 18 in the Indiana Convention Center.

The 4-day conference schedule is packed with workshops, symposiums, receptions and networking opportunities held during the first week of IBE's Summer Celebration to give minority- and women-owned businesses the tools and resources to thrive in a competitive marketplace.

Attendees will hear directly from the experts on expanding their businesses through both traditional and new, fresh methods. For anyone who desires substantive information, helpful

tips and access to important resources on a variety of topics affecting the marketplace, this conference is a must-attend.

The business conference offers over 17 diverse workshops and networking opportunities throughout the week, including the state's *"Doing Business with Municipalities Statewide,"* hosted by the Indiana Department of Administration Division of Supplier Diversity.

This year's conference will feature Carla Harris. Harris is the vice chairman of Global Wealth Management, managing director and senior client advisor at Morgan Stanley Investment Management, a nationally

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Business Word Search

F N B B R U D N M R U Y Z G S
 G S D I V E R S I T Y Z U K U
 O A S E A T T P Y P N D N N P
 P V S Y S V A A C F F E E E P
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DIVERSITY
 CONNECTION
 DEVELOPMENT
 OPPORTUNITIES
 CONTRACTS
 NETWORKING
 RESOURCES
 GROWTH
 PARTICIPATION
 SUPPLIER

Northwest Indiana Business Conference Continued

commitment to the City of Gary and the surrounding communities to provide sustainable business opportunities to local business", said Larry Black, Director of Purchasing.

The conference will include business development workshops, networking areas and an opportunity for businesses to learn more about the purchasing processes of local entities through panel discussions.

Registration begins on July 1 at <http://www.in.gov/idoa/2352.htm>.

For additional information please call (317) 232-3061.

IBE Business Conference Continued

acclaimed author of *"Expect to Win"* and chair of the National Women's Business Council appointed by President Obama.

Over the years, the conference has blossomed into one of the premier events of Summer Celebration and offers a wealth of information and opportunity for Indiana's minority- and women-owned business communities.

The conference offers something for every kind of business enterprise. All workshops are free to the public; however, seating is on a first-come, first-served basis, and online registration is preferred. Register at <http://www.indianablackexpo.com/ibebbc/bbconference.aspx>



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