The Catalyst

Office of Supplier Diversity Development

WINTER 2015

MWBE Spotlight:
Relocation Strategies’
4 Ton Logistical Feat
at Wang Hall

Messer Construction
Recognized with Prestigious Diversity Awards

The 10th Annual
Relationships to Partnerships Sessions

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Office of Supplier Diversity Development
When Dr. Martin Luther King Jr. was assassinated, he and other protestors had won passage of the Civil Rights Act of 1964 and the Voting Rights Act of 1965. Given these victories, his agenda had turned toward the next major issue — economic empowerment for black people. On April 3, 1968, planning a march on behalf of oppressed sanitation workers, Dr. King told preachers at the Mason Temple in Memphis, Tenn., “It’s all right to talk about long white robes over yonder, in all of its symbolism. But ultimately people want some suits and dresses and shoes to wear down here! “It’s all right to talk about streets flowing with milk and honey, but God has commanded us to be concerned about the slums down here, and his children who can’t eat three square meals a day. “It’s all right to talk about the new Jerusalem, but one day, God’s preacher must talk about the new New York, the new Atlanta, the new Philadelphia, the new Los Angeles, the new Memphis, Tennessee. This is what we have to do.”

The next day, Dr. King was assassinated.

Nearly 47 years later as America celebrated King’s birthday holiday this week, a group of church leaders appears to be carrying out this black economic empowerment goal in earnest. Invited to speak to a recent gathering of pastors and leaders of the African Methodist Episcopal (A.M.E.) Church, National Bankers Association President Michael Grant cited the words of human rights champion Paul Robeson: “We realize that our future lies chiefly in our own hands,” Grant quoted.

“We know that neither institution nor friends can make a race stand unless it has strength in its own foundation; that races like individuals must stand or fall by their own merit; that to fully succeed they must practice the virtues of self-reliance, self-respect, industry, perseverance, and economy.”

Grant continued in his own words: “We played a major role in growing America from a small colonial outpost to the greatest industrial giant the world has ever known. We don’t have to argue about our ability to grow wealth. We have made everyone else rich, some filthy rich. Isn’t it time that we finally make our efforts productive for ourselves?”

Grant was the keynote speaker during a special session on “Economic Development through the Black Church” during the A.M.E. Church’s 2nd District Mid-year Opening Plenary Session in Raleigh, N.C. late last year. His speech preceded a panel discussion that also included Marie Johns, former deputy administrator at the Small Business Administration; Ron Busby, president/CEO of the National Black Chambers Inc. and Rev. Jonathan Weaver, senior pastor of Greater Mt. Nebo A.M.E. Church in Bowie, Md., and board member of the A.M.E. organization that deals with economic growth and development projects.

Following the forum, Weaver says A.M.E. pastors, led by Bishop William P. DeVeaux, are now poised to carry out a specific plan that they hope will spread to other denominations and ultimately catch fire in other denominations and the black community throughout 2015.

“Clearly where we are at this point is to actualize and implement what we discussed in Raleigh,” said Weaver in an interview. “The whole thrust was how black churches can help to empower black businesses.”

The initial plan is for churches located in the A.M.E. Second District — North Carolina, Virginia, Maryland and D.C. — to commit to the support of two black-owned businesses.

See EMPOWERMENT ~ Page 9
Purdue Moves Forward with Honors College and Residences and Active Learning Center Projects

◊ Messer Construction Company and Powers and Sons Construction Company will currently be releasing bid packages #3 and #4 on February 18, 2015 and March 25, 2015, respectfully. The scope of Bid Package #3 will include MEP, Exterior Skin and Load Bearing Metal Studs work. Bid Package #4 involves Fit Out and Landscaping/Site Improvement. For more information click here or contact Jim Glasener at jglasener@messer.com

◊ With the demolition of the Engineering Administration Building (Time Lapse Video), Purdue looks forward to the construction of the Active Learning Center. The Office of Supplier Diversity Development is currently collaborating with Purdue Capital Management and Turner Construction to arrange a project roll out session with diverse firms prior to the planned April 30th, 2015 bid opening. More information will be forth coming. Visit Purdue’s Office of Supplier Diversity Development for updates as they become available.

Relocation Strategies, an Indianapolis-based, Women-Owned Business, was founded in 1986 to assist businesses plan and coordinate moves in the most cost and time-efficient way possible. Our mission is to partner with clients who face relocation challenges and provide them with solutions for all of their moving needs. This focus is the reason Relocation Strategies has grown steadily from a small local business to a national relocation expert. And nearly all of our new business has come from referrals from pleased clients. Relocation Strategies clearly demonstrated their ability to provide solutions at Purdue’s Wang Hall. They were challenged with relocating a energy conversion dynamometer weighing over 4 tons! Relocation Strategies worked with Purdue staff and faculty, the construction teams and their capable subcontractors to achieve the move. All equipment including the 4 ton energy conversion dynamometer was successfully relocated and re-commissioned. This amazing feat can be viewed by visiting, http://vimeo/110920532.
Updates…

Coalition Members celebrate a successful 10th Annual Relationships to Partnerships Sessions:

The 10th Annual Relationships to Partnerships Sessions were help November 21st, 2014. Dozens of diverse and small Central Indiana firms learned from the experience of the plenary speakers, in addition to meeting representatives of some of the largest firms in Greater Lafayette.

Coalition Members welcome new Greater Lafayette Commerce President, Scott Walker:

During the January meeting, Coalition members had the opportunity to meet new Greater Lafayette Commerce President, Scott Walker. Greater Lafayette Commerce and the Coalition look forward to further collaboration in their shared mission of economic development.

February Supplier Diversity Development Coalition of Greater Lafayette speakers:

Members look forward to hearing from the following presenters:
February 10th, 2015—Deborah Lee of Chungso Cleaning LLC.

Interested in Presenting Your Business to the Supplier Diversity Development Coalition of Greater Lafayette?

Contact Marta Foth at marta@purdue.edu to get details and learn requirements necessary to present your diverse enterprise to the Supplier Diversity Development Coalition of Greater Lafayette.

SDDC Mission and Vision Statements

The Greater Lafayette Supplier Diversity Development Coalition encourages diversity and supports creative solutions that result in long-term partnerships between small diverse businesses and the larger members of the Greater Lafayette business community. The Greater Lafayette Supplier Diversity Development Coalition will enhance opportunities for minority- and women-owned firms to conduct business with the Greater Lafayette business community.
Purdue University, and other members of the Supplier Diversity Development Coalition of Greater Lafayette, welcomed women and minority vendors to the 10th Annual Relationships to Partnerships Sessions. As with previous years, the aim of the Coalition is to bring together diverse businesses from across the state and member corporations of the Coalition. The November 21th event had approximately 80 diverse vendors from various industries.

The event started with a Plenary Session led by an experienced group of small business owners. Laura Davis, Program Manager of Economic and Community Development for Greater Lafayette Commerce served as moderator. The Plenary Panel was comprised of Frank Codozor, president of World Wide Filters, Karla Johnson, president of Lacosta Facility Support Services, Deborah Kunce, owner of Core Planning Strategies and Sahara Williams, president of Enginuity Engineering + Management. The panels explored the theme of the conference: Doing Business with Greater Lafayette Firms. The panels provided advice, discussed obstacles they faced in securing contracts with firms in the Greater Lafayette area in addition to fielding questions from the audience.

Frank Codozor emphasized the importance of relationship building and perseverance. He stressed that relationship building is key to getting an opportunity. Contracts are often not readily available but when the opportunity does arise that relationship can be a gateway to be given an opportunity. Sahara Williams discussed the problem of cash-flow and invoicing small businesses may have when dealing with larger corporations. She encouraged the small business owners in the room to be assertive and discuss payment options up front. Those in the audience were able to ask the experienced panelist several questions ranging from employee relations to contract negotiations.

After the Plenary Sessions, attendees participated in one of three Breakout Sessions: Construction and A/E Services, Marketing and IT, and Goods and Services. The Construction and A/E Services session consisted of a presentation by Messer and Powers & Sons Construction Companies whereby they discussed the upcoming Honors College and Residence Project at Purdue University. Attendees in the Marketing and IT Services session saw a panel discussion by Bill Ensign of Evonik Corp. and Mark Gibsons of Netwise Resources. Jessica Brooks of Purdue’s Procurement Services presented at the Goods and Services session. Following presentations attendees had the opportunity to network with members of the Coalition.

The Awards Luncheon, which followed the Breakout Sessions, honored the nominees of the Handshake Awards. The two awards are given to a small diverse firm and a large corporation who’s excelled in partnering with diverse companies. Del Real Auto was recognized as the recipient of the small diverse firm with the first Handshake Award. The Handshake Award for Large Corporation was awarded to Oerlikon Fairfield for their efforts in supplier diversity. The Awards Ceremony also saw proclamations from the Indiana House of Representative, Indiana Senate, cities of Lafayette and West Lafayette and Tippecanoe County Commissioners. Capping the day’s events was a keynote speech by David Kummer of Nanshan America where he stressed the value of supplier diversity to corporation and to the community.

The 10th Annual Relationships to Partnerships was a positive event for all involved. The event demonstrated the clear value that supplier diversity play on the Greater Lafayette community.
State of Indiana MBE & WBE Disparity Study Public Forum

The State of Indiana—including the Indiana Department of Administration, the Indiana Department of Transportation, the Indianapolis Airport Authority, Hoosier Lottery, and seven state educational institutions—is conducting a disparity study to measure the participation and availability of minority- and women-owned businesses in state contracts and procurements. The State and its consultant (BBC Research & Consulting) will be holding public forums to inform the public about the study; answer any study-related questions; and obtain verbal or written testimony from participants about business conditions in the Indiana marketplace. For dates, times and location see the Upcoming Events page.

For more detailed information and to register visit: [www.in.gov/idoa/mwbe/2749.htm#Events](http://www.in.gov/idoa/mwbe/2749.htm#Events).

—Released by the Indiana Department of Administration ~~ The Link to Supplier Diversity

The Indiana Small Business Development Center (ISBDC) to Present 1st Annual Indiana’s Entrepreneurship Week

ISBDC will be presenting Indiana's first-annual Entrepreneurship Week, slated for June 14-20. Events will be scheduled every day, including a Young Entrepreneurs Program event, Selling to the Government Expo, workshops covering everything from business marketing to raising capital, and a Small Business Awards ceremony hosted in partnership with the Small Business Administration. ISBDC is looking for partners to help us fill the calendar with local and statewide events. If you’d like to host an entrepreneurship or small business-related event in the summer of 2015, consider holding it during Entrepreneurship Week. ISBDC will help spread the word by promoting it on a shared calendar and marketing material. If you're interested in getting involved on the grassroots level, please reach out to Project and Events Manager [Noelle Dunckel](mailto:Noelle.Dunckel@indy.gov) or connect with your ISBDC Regional Director.

Indy Chamber to present 2nd Annual Women in Business Retreat

Join the Indy Chamber for its second annual Women in Business Retreat at The Alexander February 26-27 to meet women leaders from across the Indianapolis region. Hear their stories and share a few of your own. Feel empowered, relaxed, and engaged. From leadership training to yoga, start 2015 on the course toward personal and professional growth.

For more information on speakers and agenda, visit [indychamber.com/wibretreat](http://indychamber.com/wibretreat)
National Association of Women Business Owners (NAWBO) of Indianapolis Celebrates 11th Annual Visionary Awards Luncheon

The National Association of Women Business Owners (NAWBO) of Indianapolis showcased the many successes of women-business owners with it’s 11th Annual Visionary Award Luncheon on December 18, 2014. The annual event started with 200 guest in December 2004 and has now grown to over 1000 guests. The theme of the award luncheon was “The Power of Intention.” NAWBO Indianapolis recognized outstanding women business owners, corporate partners and young entrepreneurs who have shown what strong intention and determination can create in their businesses, lives and community.

The following awards were presented at the 11th Annual Visionary Awards Luncheon:
Entrepreneur Scholarship Award: Tiffany Thompson—Damar Staffing Solutions of Indianapolis
Indianapolis Choice Award: Richard Wise—Citizens Energy Group
Avatar of the Year Award: Kelly Lynn—Kelly Lynn Photography
Member of the Year Award: Ann Fisher—HR Alternative Consulting, Inc. HR News Magazine
Women Business Owner of the Year Award: Jill Hall—Repro Graphics

More information on this and upcoming NAWBO Indianapolis events visit: www.nawboindy.org

Messer Construction Co. Awarded With Several Prestigious Diversity Awards

At Messer Construction Co., Supplier Diversity is an integral element of the company’s culture, and 2014 has proven to be a very successful year.

Messer has been the proud recipient of several prestigious diversity awards this year. In October, Messer received the Urban League of Lexington-Fayette County Corporate Champion of Diversity Award, and was acknowledged for its diversity efforts by receiving the OH-KY Construction Summit Award for Excellence in Economic Inclusion in the construction management category. In November, Messer Received the Ohio Minority Supplier Development Council (OMSDC) - Class I (under $3B) Corporation of the Year Award, which recognizes corporation that display strong support for MBE’s in Ohio communities and serve as a “role model for other corporations to follow.” Additionally, Messer received the Corporation of the Year award from one of the regional councils of National Minority Supplier Development Council (NMSDC) for the 10th consecutive year. NMSDC is the global leader in advancing business opportunities for certified minority-owned business enterprises.

The award reflects Messer’s commitment to supplier diversity and economic inclusion. In its 2014 fiscal year, Messer achieved a company record for supplier diversity by spending more than $171 million (19% of total purchases) with certified minority and women businesses. It is the second consecutive year Messer has achieved a company record in supplier diversity spending.

“Building and continuing our relationships with M/WBE’s furthers our diversity outreach and invests in the economic success of businesses within our region,” added Sonya Walton, Messer’s economic inclusion executive, who oversees supplier diversity for the company. “It’s a business imperative at Messer, and we feel strongly that having a diverse supplier base is a powerful competitive advantage.”
The National Association of Surety Bond Producers (NASBP) prepared this online training course, "Understanding Contract Surety Bonding: An Orientation Course for Small Contractors," to provide small and emerging contractors with the information and resources necessary to understand contract surety bonds and how best to position themselves to achieve surety credit. Without a basic knowledge of contract surety bonds, a small contractor will find it difficult to grow its business past a relatively small size. The course is available for anyone at any time, and is priced at $25. The course can be taken by a student at his/her own pace within a 12-month period after purchase. Each chapter concludes with review questions to help the student gauge how well he/she has comprehended the chapter’s content. Remedial responses or brief explanations about the answers are provided for each question. To receive a certificate of completion of the course, the student must respond to all questions but does not have to provide a correct answer for every question. The chapter titles are:

- Chapter 1 What Is Contract Surety?
- Chapter 2 What the Surety Looks for in a Contractor (or How Do I Become Bondable?)
- Chapter 3 Role of the Professional Surety Bond Producer
- Chapter 4 Establishing Relationships with Other Professional Service Providers—Bankers and Attorneys
- Chapter 5 Construction Procurement and the Roles of Those Involved
- Chapter 6 Governmental and Other Resources for Small Construction Companies
- Chapter 7 Basics of Contract Bond Claims

After completing this orientation course, a small and emerging contractor should expect to have the following:

- a basic understanding of three main contract surety bonds: bid bonds, performance bonds, and payment bonds;
- a basic understanding of the surety’s prequalification process, i.e., how a small contractor becomes bondable;
- information about the four professional service providers critical to a small contractor’s success: the surety bond producer, construction accountant, banker, and construction attorney;
- an overview of the traditional construction procurement process;
- a basic understanding of the roles of the main parties involved in the construction process: owner, design professional (architect or engineer), contractor, and subcontractors;
- an awareness of the resources available to a small contractor to assist it with obtaining advice on business growth, obtaining bonds, and obtaining loans; and
- a basic understanding of the bond claims process.

NASBP has partnered with WebCE, a leading nationwide provider of Continuing Education for insurance professionals, to provide this online course. WebCE® is the leading insurance continuing education provider in North America that delivers over a half a million online courses annually. To register for the "Understanding Contract Surety Bonding: An Orientation Course for Small Contractors" Course, click here.
They are Thomas Morehead, president of a BMW dealership in Sterling, Va. and Donnell Thompson, co-founder/co-owner of RWDT Foods, Inc., a chain of restaurants based in Snellville, Ga.

AME church members buying from those two businesses will cause the churches to benefit from those sales; then identify other businesses in and around the states and “replicate this process,” Weaver described. After tracking the sales, initiated by the churches, the hope is that other church districts will get involved and that the movement will spread to other businesses and other churches.

“And we certainly hope and pray that this will become a much larger black faith effort and we will reach out to the Baptist community, the Church of God and Christ and the list goes on,” Weaver said. “If we’re able to affect a significant change in terms of relationship with black businesses, can you imagine if we’re able to boost their profit margin and therefore they are going to have to hire more people and therefore they will be reaching back to the faith community. More people will have jobs, they will have better jobs; therefore, there will be less frustration, economically, in our community.”

So far, the congregations have been receptive to the idea, Weaver said. “Quite frankly, I’ve not met any resistance thus far.”

In his speech, Grant reminded the audience that a legacy of black economic development was at the core of the founding of the A.M.E. Church. “I agree with that great A.M.E. historiographer, Dr. Dennis C. Dickerson, who said that the history of the African Methodist Episcopal Church, founded by Bishop Richard Allen, reflects the black liberationist narrative of African-American history,” Grant said. “Nearly eight decades before the signing of the Emancipation Proclamation, Allen, a free man, was already promoting black economic development. So it is fitting that we come to his church today with an urgent message: The time for Americans of African descent to take our place at the roundtable of economic opportunity is now. With each passing day, the price of not having a well-thought-out economic agenda for Black America continues to exact a toll and degrade our position in this country and throughout the diaspora.”

Grant, who last year received the U. S. Department of Commerce’s Lifetime Achievement Award for his black business advocacy, ticked off statistics that undergird the need for an economic movement to support black-owned businesses and black-owned banks: There are currently 1.9 million black-owned businesses in America, but only about one in 20 have more than one employee and less than 2 percent have annual gross receipts of more than $1,000,000.

In terms of relative wealth, White America is 20 times richer than Black America, according to a recent Pew Report.

In the 1960’s, we had 60 black-owned banks. Today, that number has dwindled to only 30. What is insane about this tragic loss is this: The bank is the only institution in our community that can leverage or multiply dollars 7, 8, 9 or 10 times. That means for every $1,000,000 dollars of invested capital in these banks, they are able to loan out 7, 8, 9 or $10 million for economic development, business growth and job creation.

Grant said African-Americans lost significant ground in business ownership after integration, largely because African-Americans were no longer forced to support each other.

“As long as we were forced to trade with each other and barter with each other, our businesses, small as they were, thrived. But in our minds, we were never quite good enough. We had internalized the lie about our lack of inherent worth,” he said. “When the doors of integration gave us the long-awaited pass to wine and dine with our former oppressors, we enthusiastically abandoned our own in search of an elusive white acceptance. We believed then — and many of us still do — that association would bring on assimilation.”

Dr. King concluded on April 3, 1968, the eve of his assassination: “We’ve got to stay together and maintain unity. You know, whenever Pharaoh wanted to prolong the period of slavery in Egypt, he had a favorite, favorite formula for doing it. What was that? He kept the slaves fighting among themselves. But whenever the slaves get together, something happens in Pharaoh’s court, and he cannot hold the slaves in slavery. When the slaves get together, that’s the beginning of getting out of slavery. Now let us maintain unity.”
President Obama Signs Into Law New Authority to Increase Opportunities for Women-Owned Small Businesses

Administrator of the U.S. Small Business Administration, Maria Contreras-Sweet, applauded the signing into law of the National Defense Authorization Act (NDAA) for fiscal year 2015 today. President Obama’s signature on the NDAA is a critical move that will now allow women-owned small businesses to earn their fair share of the federal marketplace and gain economic opportunities. Section 825 of the NDAA authorizes federal agencies to award sole-source contracts to women-owned small businesses eligible for the Woman-Owned Small Business (WOSB) Federal Contract Program, giving women the same level of access to the federal contracting marketplace as other disadvantaged groups.

“Women entrepreneurs are growing at an unprecedented rate. More than one in four U.S. companies is owned or led by a woman, and these firms employ more than 7.8 million Americans. Passage of the women’s small business provision in NDAA is a win for women entrepreneurs and a win for America. This will help women-owned small businesses gain equal access to federal contracting as they add jobs to the U.S. economy. A big thank you to the leaders of the Senate and House Small Business and Armed Services Committees for helping make this a reality,” said Contreras-Sweet.

SBA and City of Chicago to Invest Over $750K in Chicago’s South Side

U.S. Small Business Administration (SBA) Administrator Maria Contreras-Sweet was in Chicago today at Ain’t She Sweet Café (526 E. 43rd Street) to announce the latest federally-approved microlender serving Chicago’s South Side—Chicago Neighborhood Initiative (CNI). In honor of MLK National Day of Service and commitment to our communities, SBA and the City of Chicago will invest over $750,000 to significantly expand financial opportunities for local businesses and to create new jobs on the south side. This funding will quadruple its existing capacity to finance and counsel small businesses and new startups.

“Chicago has created an outstanding micro lending model that we expect other municipalities to replicate. I commend CNI’s Microfinance Group for joining the SBA network, allowing them to access the maximum amount of $750,000 in low interest capital from SBA each year,” says Contreras-Sweet. “CNI will play a vital role in meeting the needs of businesses in predominately African-American neighborhoods”.

HP Products Corp., One of Indianapolis’ Largest Woman-owned Businesses Acquired

One of the Indiana’s largest woman-owned businesses has been acquired by the biggest wholesale plumbing distributor in the United States.

Indianapolis-based HP Products Corp., founded 50 years ago, is now owned by Newport News, Virginia-based Ferguson Enterprises Inc., the companies announced Tuesday. Terms of the deal were not disclosed.

HP Products has more than 450 employees in the Midwest, with about 100 of those in Indianapolis. The company reported $180 million in revenue in 2013. It distributes products in the categories of janitorial, packaging, safety, laundry and dietary, lighting, equipment, food and beverage, and textiles.

Ferguson is a national plumbing-supplies powerhouse, with $11.6 billion in annual sales and about 20,000 employees. It is part of Wolseley PLC, one of the 100 largest companies on the London Stock Exchange.

Company officials said HP Products will maintain management and all of its employees. It will operate as HP Products, a Ferguson enterprise.

“There is tremendous opportunity for both companies with this integration,” Ferguson Chief Operating Officer Kevin Murphy said in a written statement. “HP Products will take advantage of our distribution network and economies of scale, and our customers will benefit from an even larger depth and breadth of product inventory for everyday items.”

The company is ranked as the ninth-largest Indianapolis-area woman-owned business in employment, but would likely rank first or second if measured by revenue. It ranked as the 45th-largest private company in Indiana when measured by revenue.

For the full article by Jeff Newman in the Indianapolis Business Journal, CLICK HERE
The History of The BIGGER DISCUSSION

On August 23, 2012, history was made. Thought leaders in the fields of supplier diversity, economic development, and small business advocacy from across the U.S. participated in the BIGGEST discussion to date regarding the future of these industry segments. WHAT IS A BIGGER DISCUSSION? A BIGGER Discussion is an event organized principally around an issue that everyone knows exists but everyone chooses to quietly discount. It is set up in an informal guest-host format, in which the event has a different publicly recognized moderator who interviews industry leaders, celebrities or other talk-worthy individuals about a specific topic of discussion. The panelists are asked a series of questions in which they give their viewpoints about the subject; there is usually consent or disagreement by the panelists and this dialogue keeps the discussion lively. The moderator wraps the entire discussion around comedic segments in an effort to keep the discussion informal and intellectually engaging. The audience can Tweet questions to the moderator and if the questions are relevant to the discussion and are timed around the discussion, the moderator will pose the question directly to the panelists during the live discussion. All other questions are posted in the BIGGER Discussion LinkedIn group where both the panelists, curators and the audience can continue to dialogue.

50,000 YouTube Views Later...

With over 50,000 views on YouTube, and now with the #1 selling book on Amazon about Supplier Diversity, we discovered something. There is a real void in marketplace; professionals from a variety of disciplines (small business advocates, supplier diversity professionals, economic development leaders and diversity professionals) collectively are looking to innovation and thought leadership and before the Bigger Discussion, there wasn’t a real mechanism for people to debate and learn in a meaningful way that created change. More importantly as these initiatives continue to become more expansive, having a place where industry professionals can gather to discuss how their programs are evolving in the 21st century is vital to their relevance and longevity.

Our Mission

The BIGGER Discussion empowers professionals to dialogue and take action. With this goal in mind, we embarked on bold adventure in 2012. The goal was simple, corralling thought leaders from across America in the fields of workforce diversity, supplier diversity, economic development, CSR and small business advocacy into a live streaming challenging discussion about the future of supplier diversity. Since August 2013, The BIGGER Discussion has since evolved into a full-fledged think tank, which now includes a LinkedIn group, a publishing arm, a workshop series, IMPACT advisory services, and the most viewed video in history about the future of supplier diversity.

The Future of Supplier Diversity III panel included Joset Wright-Lacy, president and CEO of the NMSDC, Pamela Prince Eason, president and CEO of the Women’s Business Enterprise National Council (WBENC), Gerald Fernandez, president and CEO of the Multicultural Food Service & Hospitality Alliance (MFHA) and Richard Huebner, president and CEO of the Houston MSDC tackled a wide range of challenging issues related to the future of Supplier Diversity. Topics such as certification stigma, globalization, corporate ROI and recognition of LGBT certification were among a myriad of issues taken on by these industry thought leaders.

“We were excited about this panel for so many reasons, but none more important than the fact that the top leaders of America’s premier supplier diversity associations were represented,” said Mire, president of the Southern Region MSDC. Included in this group of great minds is Vowell, whose recently released book “Don’t Be Afraid to Call the Baby Ugly: How The BIGGER Discussion Changed an Industry,” has quickly become the No. 1 selling book in its category on Amazon.com and has played a large role in the success of the annual discussion on supplier diversity.

“These discussions are meant to address the hard issues in any industry and eventually will move beyond the topic of supplier diversity,” Williams said. “We want to encourage people everywhere, in all walks of life, to engage in honest dialogue that ultimately changes attitudes and behaviors.”

For more information on future events and to view the conversation visit www.thebiggerdiscussion.com

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# Upcoming Business Development Events

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<tr>
<th>Month/Day</th>
<th>Event</th>
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<tr>
<td></td>
<td>Public Forums</td>
<td>IN Gov’t Center South 302 W. Washington St. Indps, IN</td>
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<td></td>
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<td>Ivy Tech Com. College 3501 N. First Ave., Evansville, IN</td>
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<td>January 28, 2015</td>
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<td>January 29, 2015</td>
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<tr>
<td>February 26 - 27, 2015</td>
<td>Indy Chamber ‘s Women in Business Retreat</td>
<td>The Alexander Hotel 333 S. Delaware Street Indianapolis, IN 46204</td>
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<td>March 5, 2015</td>
<td>Greater Lafayette Commerce Diversity Roundtable</td>
<td>YWCA 605 N. 6th Street Lafayette, IN 47901</td>
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<tr>
<td>April 12 - 15, 2015</td>
<td>NAEP 94th Annual Meeting</td>
<td>Hyatt Regency Atlanta, GA</td>
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<td>June 14 - 20, 2015</td>
<td>Indiana ‘s Entrepreneurship Week</td>
<td>(TBD) State-wide Locations</td>
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## Open Bids at Purdue University

Please select the link below for current open bids in construction.

**Current Construction Bids**

Click below for further information regarding:

- **ACCESS**
  The ACCESS Program
- **Purdue University**
  Doing Business with Purdue
- **2010 Indiana Disparity Study**

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Business Resources

Do you need help with your company? Take a look at our listing of organizations listed below. These organizations are available to offer guidance and assistance to diverse business owners no matter the life cycle of your company.

For more information click on one of the organizations listed below.

Department of Minority and Women Business Development
200 E. Washington St.
Indianapolis, IN 46204
317.327.5262

Minority and Women’s Business Enterprises Division
402 W. Washington St., Rm. W469
Indianapolis, IN 46204
Phone: 317.233.6607

2126 N. Meridian St., Suite 200
Indianapolis, IN 46202
Phone: 317.608.0250

Burton D. Morgan Center
1201 W. State Street
West Lafayette, IN 47907
Phone: 877.882.7273

2126 N. Meridian Street
Indianapolis, IN 46202
Phone: 317.921.2678

Indiana District Office
8500 Keystone Crossing, Suite 400
Indianapolis, IN 46240
Phone: 317.226.7272

Office of Supplier Diversity Development
401 S. Grant Street
West Lafayette, IN 47907
(765) 494-3739
http://www.purdue.edu/supplierdiversity

Jesse L. Moore, Director/Catalyst Editor-in-Chief
Marta Foth, Administrative Assistant
Daniel Martinez, Supplier Diversity Specialist

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