

ENGAGE!

For Indiana University Purchasing and Business Diversity use

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Wee'rrre Baack!

Has Business Diversity been busy or what?! We have sponsored a few events, increased our total participation with minority and women owned businesses, traveled on the road with "State of the University Business Diversity Addresses," attended and exhibited at trade shows across the state, facilitated dialogue forums with purchasing, university architects, and disadvantaged businesses, held subcontracting event for a major construction project, and the policy statement was approved for business diversity! Whew.....!



Nonetheless, WE ARE BACK and ready to share these things with you!

**WE WELCOME
ANY AND ALL
CERTIFICATION
INFORMATION!**

EPIC NEWS

The BD office has been charged with correcting and entering information into EPIC for all diverse vendors. All diversity classification codes are verified PRIOR to flagging them in EPIC.

Did you know?

- The State of Indiana's Department of Administration completed a disparity study which assisted in setting the participation goals for minority and women owned businesses.
- Indiana has the lowest workers compensation cost in the Midwest.
- Toyota's second largest vehicle production facility in North America is located in Princeton, IN.

Positive Trends!

(excludes p-cards, and represents % of total spend on supplies and services)

FY 03-04

Diversity Spending

\$17,204,478

4%

FY 04-05

Diversity Spending

\$23,962,634

6%

FY 05-06

Diversity Spending

\$41,090,107

9.3%

SUPPLIER “SPOTLIGHT”

[Williams-Dotson Associates, Inc. \(W/M/DBE\)](#)

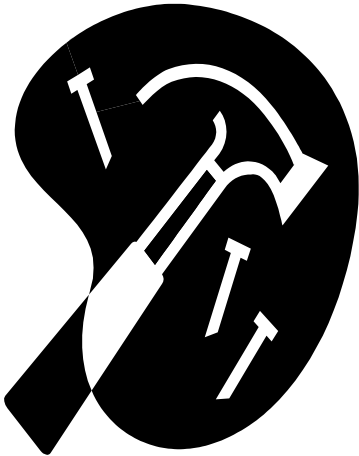
Williams-Dotson Associates, Inc. provides services such as architectural and planning, space planning/programming, tenant improvement, facilities evaluation, CAD services and construction management services. Williams-Dotson has been selected as the lead architect on the Edward L. Hutton Honors College project for the Bloomington campus. Williams-Dotson Associates, Inc. is certified as a Women, Minority, and Disadvantaged Business Enterprise (W/M/DBE) and holds 8(a) certification with the SBA.

Daryl Williams-Dotson, President, wmsdotson@msn.com

317-251-6172 Ph. www.wmsdotson.com



HUSB Coordinators presents “Tools for Progress”



On September 12th, the HUSB (Historically Underutilized small Business) Coordinators held its HUSB Day. The day entailed workshops, a luncheon, and a networking opportunity. Some of the workshop topics included: “Everything you Need to Know About Certification,” “Doing Business with Public Institutions,” and “Marketing Methods.” The keynote speaker for the luncheon was John Klipsch, Executive Director of the Lucas Oil Stadium project. The networking session was also very informative. Special thanks to those purchasing contract managers and support staff that attended from IUB and IUPUI!

STATE OF THE UNIVERSITY BUSINESS DIVERSITY ADDRESSES

Business Diversity has been on the road again traveling to the regional campuses to present the Business Diversity State of the University Addresses. At time of this publication, we have traveled to Kokomo, New Albany, and Richmond. The meetings are broken up into two sessions. The internal information session include Chancellors, Vice Chancellors, Deans, Business Officers, and Purchasing staff and student representation. The external information session includes minority and women owned businesses in the surrounding community. Internal attendance has been phenomenal! If you haven’t seen us at your campus...you will.

DIVERSITY STARS

January

Steve Riggins, Eva Howe, Tim Rice, Jerry Hiland, Pamela Copenhaver, Karin Coopersmith, Sara Hammond, Megan Kerton, Tom Westerhof

February

Karin Coopersmith, Jill Schunk, Sara Hammond, Pamela Copenhaver, Jennifer Foutty, Jerry Hiland, Tim Rice, Steve Riggins, Eva Howe, Megan Kerton, Ed Kochert, Rob Halter, Melissa Daniels, Debbie Richards,

March

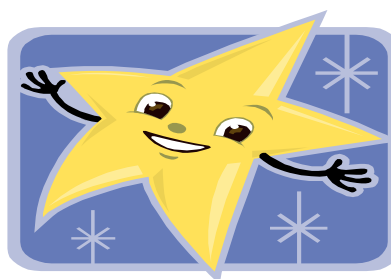
Jill Schunk, Karin Coopersmith, Tim Rice, Pamela Copenhaver, Megan Kerton, Marianne Malyj, Tom Westerhof, Jerry Hiland, Ed Kochert, Eva Howe, Debbie Richards, Sara Hammond, Marjorie Santner, Tally Thrasher, Melissa Daniels, Steve Riggins

April

Marianne Malyj, Sara Hammond, Tim Rice, Steve Riggins, Eva Howe, Karin Coopersmith, Debbie Richards, Tally Thrasher, Pamela Copenhaver, Jill Schunk, Melissa Daniels, Tom Westerhof, Megan Kerton, Ed Kochert

May

Tim Rice, Steve Riggins, Eva Howe, Jill Schunk, Karen Coopersmith, Pamela Copenhaver, Sara Hammond, Tom Westerhof, Tally Thrasher



June

Jill Schunk, Karin Coopersmith, Tim Rice, Pamela Copenhaver, Tally Thrasher, Jerry Hiland, Ed Kochert, Steve Riggins, Melissa Daniels, Sara Hammond, Eva Howe, Megan Kerton

July

Megan Kerton, Jill Schunk, Debbie Richards, Tim Rice, Eva Howe, Steve Riggins, Pamela Copenhaver, Tally Thrasher, Karen Coopersmith

August

Pamela Copenhaver, Steve Riggins, Karin Coopersmith, Tally Thrasher, Melissa Daniels, Tim Rice, Eva Howe, Sara Hammond, Debbie Richards, Jill Schunk

September

Tim Rice, Pamela Copenhaver, Megan Kerton, Sara Hammond, Karin Coopersmith, Jill Schunk, Tally Thrasher, Ed Kochert, Melissa Daniels, Steve Riggins

2006 Indiana Business Opportunities Fair

Indiana University participated as a Bronze Sponsor for the 2006 Indiana Business Opportunities Fair held April 5th and 6th at the Indiana Convention Center in Indianapolis. We participated in the Key Connections as well as exhibited a booth at the trade show. This was the first time that all campuses were represented under the "IU" umbrella. Each campus was identified by individual tables and purchasing representatives from the respective campus. The Department of Facilities was also represented by Sue Polsgrove. Great business relationships were created from this event! Do you know any of these people??



YELLOW PAGES

Have you searched the yellow pages lately? Business Diversity has created a user friendly directory that will help you locate certified minority and women owned businesses. The directory is called "yellow pages" and is located on the Business Diversity homepage. The directory has businesses that can be sorted by name, services or products and

classification codes. These businesses have certificates on file in the Business Diversity office.

To access this page, please visit:

<http://www.indiana.edu/~busdiv/>

Then click on: IU's Yellow Pages. As you can see, this list is updated monthly. If you have questions or suggestions on how this

page can be improved, please contact Lynn or LaTricia.



The Business Diversity Program performs a key role by providing supplier diversity outreach and educational programs. The program forms a connecting link between Indiana University, the small business, minority and women-owned business community, as well as, state and federal agencies. The program also engages in a variety of activities to identify and encourage small, minority, and women owned businesses to participate in the University's procurement process and to ensure continued growth of business opportunities.

FOR YOUR INFORMATION:

President Herbert approved the Business Diversity Policy Statement; effective July 1, 2006.

To see the statement, please visit: <http://www.indiana.edu/~policies/>

Let us know what you or your campus is doing in Business Diversity!

If you would like to submit an article for ENGAGE!, please contact LaTricia at lhillcha@indiana.edu.



HAPPY HOLIDAYS!



LaTricia Hill-Chandler
Director of Business
Diversity and Compliance
Programs
812-855-3211
lhillcha@indiana.edu

LET US HELP YOU
SOURCE THE BEST
MBEs AND WBEs

PLEASE CONTACT US
WITH ANY QUESTIONS
OR COMMENTS



Juanita Lynn Mimms
Business Diversity Coordinator
812-855-4060
ilmimms@indiana.edu