



INDIANA ECONOMIC IMPACT - PROPOSALS AND CONTRACTS
 State Form 51778 (R4 / 1-06)
 DEPARTMENT OF ADMINISTRATION
 Approved by State Board of Accounts, 2006

This information is required by the Indiana Department of Administration for all contractors, vendors/suppliers to the State of Indiana (complete all 22 items).

1	Legal Name of firm:	Spear Corporation	
2	Address/City/State/Zip Code:	12966 N CR 50 W / Roachdale / IN 46172	
3	Telephone #/Fax #/Website:	765-522-1126 / 765-522-1702 / www.spearcorp.com	
4	Federal Tax Identification Number:	35-1799742	
5	State/Country of domicile/incorporation:	Indiana / USA	
6	Location of firm's headquarters or principal place of business:	12966 N CR 50 W / Roachdale / IN 46172	
7	Name of parent company or holding company (if applicable):	N/A	
8	State/Country of domicile/incorporation of company listed in #7:	N/A	
9	Address of company listed in #7:	N/A	
10	IN Department of Workforce Development (DWD) account number:		320971
11	IN Department of Revenue (DOR) account number:	004620232-001-2	
12	Number of Indiana resident employees per most recently completed IRS Form W-2 distribution:		40
13	Total number of employees per most recently completed IRS Form W-2 distribution:		43
14	Total amount of payroll paid to Indiana resident employees per most recently completed IRS Form W-2 distribution:		2,715,196.40
15	Total amount of payroll paid to all employees per the most recently completed IRS Form W-2 distribution:		2,926,445.96
16	Total amount of this proposal, bid, or current contract:	\$	1,428,712.50

ACCOUNTING OF INDIANA RESIDENT EMPLOYEES

17	Prime Contractor Company Name:	Spear Corporation
18	Number of Full Time Equivalent (FTE) employees that are Indiana residents specifically for this proposal or contract:	0.31

19	Subcontractor Company Name:	N/A			
20	Address/Contact Person/Telephone Number/Tax ID Number:				
21	Number of Full Time Equivalent (FTE) employees that are Indiana residents specifically for this proposal or contract:	0.31	0.00	0.00	0.00

22	Affirmation by authorized official: I affirm under penalties of perjury that the foregoing representations are true to be the best of my knowledge and belief:	
	Signature:	<i>B. Spear</i>
	Name of auththorized official:	Brian Spear
	Title:	President
	Date:	11-Dec-23

FTE DETAILS
Job Titles and Contributing FTE

- **Populate the yellow-shaded cells; with all applicable job titles and the total FTE count.**
- **Respondents may insert additional rows to account for all job titles attributing to the total FTE count.**
Please keep in mind that the only FTEs that should be included in this count are Indiana employees working on this contract ONLY. If there are 10 employees working on this contract but they are splitting their time with numerous other contracts as well, then these employees cannot be counted as 1 FTE. Instead, these employees should be counted as a fraction of an FTE. For example: The project length of the contract is 24 months. There are 10 employees working on the contract over the 24 month contract period. 5 employees are working solely on the project for 24 months. 3 employees are working equal time on 2 projects for 24 months. 2 employees are working solely on the project for 6 months.
The FTEs would be calculated as follows:
5 employees x 24 months (24 months working solely on this project) x 1 (time spent solely on this project) = 120 months / 24 months (length of contract) = 5 FTEs
3 employees x 24 months x .5 (splitting time equally between 2 projects) = 36 months / 24 months = 1.5 FTEs
2 employees x 6 months (6 months dedicated solely to this project) x 1 (time spent solely on this project) = 12 months / 24 months = .5 FTEs

Column Title Definitions:
Number of Employees = Number of employees working on this State contract.
Duration (In Months) = Amount of time that the employee(s) will spend on the State contract.
Time Spent (Percentage) = Percentage of time the employee(s) will be working on the contract.

Duration of Initial Contract Term (In Months)	24	*Number based on initial contract term		
PRIME CONTRACTOR COMPANY				
EMPLOYEE JOB TITLE	Number of Employees	Duration (In Months)	Time Spent (Percentage)	NUMBER OF FTE
<i>Example: Project Managers</i>	5	24	100%	5.00
<i>Example: Project Coordinators</i>	3	24	50%	1.50
<i>Example: Project Directors</i>	2	6	100%	0.50
David Bollman - Inside Sales Manager	1	24	6.25%	0.06
Janet Bollman - Purchasing Agent	1	24	6.25%	0.06
Taylor Spear - Account Receivable	1	24	6.25%	0.06
Jim Edwards - Logistics	1	24	6.25%	0.06
Isaac Thompson - Logistics	1	24	6.25%	0.06
				0.00
				0.00
				0.00
TOTAL FTE COUNT				0.31
SUB CONTRACTOR COMPANY NAME (Enter Company Name Here)				
JOB TITLE	Number of Employees	Duration (In Months)	Time Spent (Percentage)	NUMBER OF FTE
<i>Example: Developer</i>	2	6	100%	0.50
				0.00
				0.00
				0.00
TOTAL FTE COUNT				0.00
SUB CONTRACTOR COMPANY NAME (Enter Company Name Here)				
JOB TITLE	Number of Employees	Duration (In Months)	Time Spent (Percentage)	NUMBER OF FTE
<i>Example: Developer</i>	2	6	100%	0.50
				0.00
				0.00
				0.00
TOTAL FTE COUNT				0.00
SUB CONTRACTOR COMPANY NAME (Enter Company Name Here)				
JOB TITLE	Number of Employees	Duration (In Months)	Time Spent (Percentage)	NUMBER OF FTE
<i>Example: Developer</i>	2	6	100%	0.50
				0.00
				0.00
				0.00
TOTAL FTE COUNT				0.00
SUB CONTRACTOR COMPANY NAME (Enter Company Name Here)				
JOB TITLE	Number of Employees	Duration (In Months)	Time Spent (Percentage)	NUMBER OF FTE
<i>Example: Developer</i>	2	6	100%	0.50
				0.00
				0.00
				0.00
TOTAL FTE COUNT				0.00