



October 2013



Indiana's Minority & Women's Business Enterprises Division

**In This Issue**

- Bidding Opportunities pg 2
- Business Reads pg 2
- Recent MWBE Certifications pg 3

**New MWBE Deputy Commissioner Announced**

On behalf of Commissioner Jessica Robertson, I am pleased to announce the appointment of Terrie Daniel as deputy commissioner of the Minority and Women's Business Enterprises Division, effective October 7.



We welcome Terrie back to the MWBE Division after a few years with the City of Indianapolis Minority and Women's Business Development Program.

- Brian E. Renner  
Acting Commissioner

**Business Voice: Relocation Strategies, Inc.**

By: Melissa Brown, *Relocation Strategies, Inc.*

Relocation Strategies is a team of move and furniture managers that assists companies with relocation, downsizing and upsizing, as well, as remodeling logistics.

We do not sell furniture, and we do not sell moving services. We are consultants.

We obtain the lowest prices for our clients by bidding out furniture, moving services, data cabling services and keeping their downtime as low as possible during the change our clients are going through.

Essentially we pay for ourselves!!! We keep the employees working and keep

the morale good during a move or remodel.

One of our most demanded services right now is cubicle reconfigurations. We were just recently asked to take an entire floor of 8x8 cubes and turn them into 6x8 cubes to fit more staff on the floor. This uses existing product and saves companies money on real estate and not buying new product.

I became involved with the IDOA's Minority and Women's Business Enterprises Division when I bought my company in 2007.

I find that supporting each other is so very important



Melissa Brown, President  
*Relocation Strategies, Inc.*

and you have to participate to get the desired results you want. Talk the talk and walk the walk. Don't complain about being involved, just get involved.

**Visit the Relocation Strategies, Inc. booth at the Indiana MWBE B2B Showcase on October 22.**

**Network with Over 70 Certified MWBE Companies!**

By: Nate Lofton, *MWBE Business Development & Outreach Manager*

Join IDOA in celebrating the accomplishments of minority and women business owners during the *2013 Indiana MWBE Business Development Week* October 21-23.

The week includes three days of business development workshops, networking opportunities, and educational sessions.

As part of the networking event, 75 Indiana MWBE - certified firms will be showcased on Tuesday, October 22, during the B2B Showcase.

The showcase is a great opportunity for business owners to network with a variety of suppliers, professional services, and

construction service professionals.

The week's events are free and open for anyone to attend.

Registration is available online until Thursday, October 17.

<http://www.in.gov/idoa/mwbe/2755.htm>



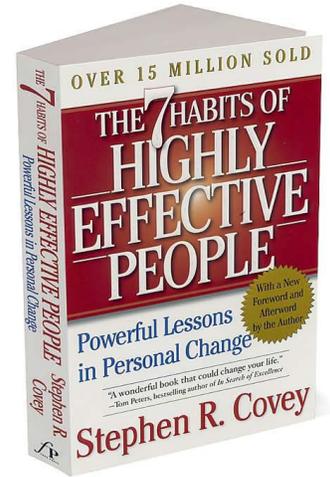


**Look for these 75 Businesses at the Indiana MWBE B2B Showcase October 22**

- |                                    |  |   |
|------------------------------------|--|---|
| Advance Tactics Security, Inc.     | Foster Results, LLC                    | Repro Graphics Digital Imaging, Inc.    |
| Alicia Mckoy                       | G&M Training & Services, LLC           | Rowland Design, Inc.                    |
| All Pack Specialists, Inc.         | GeoSolutions, Inc.                     | Sahasra Technologies Corp.              |
| Allied Home Care                   | I.D.O, Inc.                            | Sarah Stivers Productions, LLC          |
| Art Images by Kelly Lynn           | Indiana Monument & Cut Stone, Inc.     | Securcash Products, LLC                 |
| B & C Enterprises, LLC             | Integrated Engineering Solutions, Inc. | Service Connections, Inc.               |
| B Resources, LLC                   | Integrin Solutions                     | Sheer Elegance Draperies, Blinds & More |
| BAR Flooring, Inc.                 | Intrinz, Inc.                          | South Side Promotions                   |
| Bibbs Enterprises, LLC             | J2 Systems and Supply, LLC             | Special Dispatch of Indiana, Inc.       |
| Bolt Limited, Inc.                 | KBI, Inc.                              | Technology Partnership Group, Inc.      |
| C Cat, Inc.                        | L. Michelle Wellness, LLC              | The Hammer Legal Group                  |
| Charlotte Creek Nursery            | LAS Enterprises, Inc.                  | The McCormick Group                     |
| Clean Source, Inc.                 | Lentz Independent Consulting, Inc.     | The Uniform House                       |
| Clinical Solutions, LLC            | M. Nelson & Associates, Inc.           | TLC Promotions, LLC                     |
| Compass Rose Veterinary Service PC | Marketing Solutions Advantage, Inc.    | Total Shred Solutions, LLC              |
| Continental Design and Engineering | Marsha's Specialty Cakes               | UV Solutions, LLC                       |
| Creative Promotional Items         | Mathews-Purucker-Anella, Inc.          | Van Treese & Associates, Inc.           |
| Critical Skills, Inc.              | MBC Group, Inc.                        | VTI Contracting, Inc.                   |
| DECO Group, Inc.                   | Mezzetta Construction Services         | WDI Architecture, Inc.                  |
| Dimension Four Office Products     | MIDpro, Inc.                           | Wolf Run Marketing, LLC                 |
| Dixon Phone Place, Inc.            | Nelson Oil Company, Inc.               | Worldwide Filters, LLC                  |
| Eloquence Language Services, LLC   | NOW Courier, Inc.                      |   |
| Eric Lynn Bailey                   | Officeworks Services, LLC              |   |
| ETI Performance Improvement, Inc.  | Omnisource Marketing Group, Inc.       |   |
| Finch Constructors, Inc.           | PrintSolutions                         |   |
| FlashPoint, LLC                    | Professional Management Enterprises    |   |
| Forum Architects, LLC              | Relocation Strategies, Inc.            |   |

**Business Reads**

**The 7 Habits of Highly Effective People**  
Stephen R. Covey



Covey presents an approach to being effective in attaining goals by aligning oneself to what he calls "true north" principles of a character ethic - a principle he presents as universal and timeless.

Stephen R. Covey's book ignores trends and pop psychology for proven principles of fairness, integrity, honesty, and human dignity.

**How to Connect**

@IndianaMWBE  
<https://twitter.com/IndianaMWBE>

Like Us  
[www.facebook.com/IDOA.MWBE](http://www.facebook.com/IDOA.MWBE)

 **Subscribe/Unsubscribe**  
email: [jethayer@idoa.in.gov](mailto:jethayer@idoa.in.gov)



[www.in.gov/idoa/mwbe](http://www.in.gov/idoa/mwbe)

**Business Tip**

"For those thinking about starting a business, first pray and then plan and get ready. Don't give up - surround yourself with those who are blessed and intelligent."

- Patricia A. Hayes, *Allied Home Care*



**Subcontractor & Other Bidding Opportunities**

Project Name	Due Date	Contact Information
<b>Dam Erosion Repair</b>	Thursday, Oct. 17	Mitchell & Stark Construction Phone: (812) 966-2151 Fax: (812) 966-2862 <a href="mailto:brobertson@mitchellstark.com">brobertson@mitchellstark.com</a>
<b>Rehabilitation of Dams 1 &amp; 2 Dam Upgrade Project</b>	Tuesday, Oct. 22	Mitchell & Stark Construction Phone: (812) 966-2151 Fax: (812) 966-2862 <a href="mailto:brobertson@mitchellstark.com">brobertson@mitchellstark.com</a>
<b>Feasibility Study</b>	Friday, Oct. 25	Northwest Indiana Regional Development Authority Sherri Ziller <a href="mailto:sziller@rda.in.gov">sziller@rda.in.gov</a>

# Congratulations to the Certified MWBEs

## Certified M/WBEs

### Advanced Engineering Consultants

Lina Huang  
(317) 413-5724  
jeremyh@aecmep.com M/WBE

### Caregivers, Inc.

Claudia Chavis  
(317) 252-5958  
caregivers@caregivershealth.org M/WBE

### Industrial Building Services

Valerie Akers  
(317) 294-2299  
IBS\_Seminar@yahoo.com M/WBE

### Phelco Technologies, Inc.

Tasha Phelps  
(317) 898-0334  
tasha@phelco.com M/WBE

## Certified MBEs

### Bibbs Hauling, LLC

Richard Bibbs  
(317) 545-1704  
info@bibbshauling.com MBE

### Paul I. Cripe., Inc.

Alex Oak  
(317) 844-6777  
fgreen@cripe.biz MBE

### Thorpe Services, LLC

Scott Thorpe  
(317) 289-6898  
sthorpe@thorpeconstructionservices.com MBE

### Triune Amalgamated Enterprises, LLC

Frank Taylor  
(800) 873-0592  
clark@triune-a.com MBE

## Certified WBEs

### Absolute Ground Maintenance, Inc.

Jessica Fly  
(317) 517-0892  
jessica@agmsnow.com WBE

### Arexco, Inc.

Donna Roberts  
(812) 829-2306  
arexco@hughes.net WBE

### Bott Mechanical Company, Inc.

Lisa Bott  
(260) 569-6777  
lbott@frontier.com WBE

### Brenner Design, Inc.

Diana Brenner  
(317) 262-1220  
dbrenner@brennerdesign.com WBE

### C.A. Fulkerson, LLC

Carol Fulkerson  
(812) 952-1777  
cafulkersonllc@aol.com WBE

### Century 21 River Valley Real Estate, Inc.

Brenda Eversole  
(812) 273-1234  
admin@c21rvre.com WBE

### Choreo, LLC

Mary Oakes  
(317) 216-1410  
marybeth@movesmartindy.com WBE

### Coast to Coast Advertising, Inc.

Karen Bannon  
(812) 949-9842  
karen@coast2coastadv.com WBE

### Earth Images, Inc.

Laura Yurs  
(800) 325-2543  
kayratyrs@gmail.com WBE

### Eco-Kinetic, LLC

Nancy Phillips  
(317) 603-5362  
nancy.phillips@eco-kinetic.net WBE

### GeodataBasics, LLC

Sally Letsinger  
(317) 625-8930  
sally@geodatabasics.com WBE

### Hoosier Scale Company, LLC

Sheri Hunter  
(317) 830-8040  
sherihunter@hoosierscale.com WBE

### HR Solutions, Inc.

Vicki Hubiak  
(812) 476-3180  
vhubiak@hrsolutions-inc.com WBE

THE  
McCORMICK  
GROUP

## Business Q&As

**Q: What's your personal philosophy on how you handle business?**

**A:** Excellence is the standard.

**Q: How did you get started in your business?**

**A:** I volunteered services to introduce myself to the business community.

**Q: What's the worst thing that happened to you/your business and how did you resolve it?**

**A:** The worst was limited networks of exposure to larger projects. The resolution was expanding the network by identifying future project growth opportunities.

**Q: How would you describe your business?**

**A:** My business is a full service public relations business with a dedicated practice specializing in transportation projects. The McCormick Group continually works to distinguish itself from our competitors, by providing value that prioritizes the client.

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

**A:** Just do it!



Matti McCormick  
The McCormick Group, Inc.

### Want Your Voice Heard?

Contact [jethayer@idoa.in.gov](mailto:jethayer@idoa.in.gov) to learn about getting featured in the monthly newsletter.

# Congratulations to the Certified MWBEs

## Sheer Elegance Draperies, Blinds & More, LLC



### Business Q&As

**Q: How did you get started in your business?**

**A:** I grew up sewing as a hobby and after receiving an estimate

for custom draperies for my home, I decided to make the draperies myself. My thought was, since I made my wedding dress using a pattern, all I needed for my custom draperies was a pattern and some fabric. Hence, it turned out so well, that I decided then that I wanted to go into business for myself.

**Q: What do you find most challenging about running your own business?**

**A:** Fifteen years ago, my core business was in the residential market; however, because of the decrease in residential sales, I transitioned to the commercial market. Funding large projects can sometimes be a challenge, because as soon as you are paid from one job, you may have to put money towards the next job. Cash flow is a challenge.

**Q: What's your personal philosophy on how you handle business?**

**A:** My personal philosophy is "take care of you customers and they will take care of you"

**Q: What are some changes that will be affecting your business over the next five years?**

**A:** Changes that may affect my business in the next five years may involve more employees on board, which may require a program investing in health programs.



Gwendolyn Jones  
Sheer Elegance Draperies,  
Blinds & More, LLC

### Certified WBEs

#### Lynn H. Armstrong & Associates, Inc.

Lynn Armstrong WBE  
(812) 944-1876  
lynn.armstrong@sbcglobal.net

#### MBP, Inc.

Mary Beth Poe WBE  
(317) 636-4444  
marypoe@mbpcatering.com

#### Miles Printing Corporation

Lynne Churchill WBE  
(317) 870-6115  
lchurchill@milesprintingonplastics.com

#### Morgan's Striping Service, Inc.

Cheryl Morgan WBE  
(317) 776-2116  
morganstripe@att.net

#### Phone Pro, Inc.

Lisa Raven WBE  
(317) 547-4663  
marybeth@phonepro.com

#### Precisely Write, Inc.

Ruth Nickolich WBE  
(317) 585-7701  
ruth@precisely.com

#### Red Leaf Group, LLC

Carrie Henderson WBE  
(317) 250-8557  
chenderson@redleafgrp.com

#### Remenschneider Design, Inc.

Carla Remenschneider WBE  
(317) 566-9704  
cremenschneider@fhai.com

#### Repro Graphics Digital Imaging, Inc.

Jill Hall WBE  
(317) 637-3377  
jhall@reprographix.com

#### Row Printing, Inc.

Sandy Laycock WBE  
(317) 352-2793  
josh@rowprinting.com

#### Someday Is Today, LLC

Jennifer Durr WBE  
(202) 629-2976  
ms.dlmason@yahoo.com

#### The Green Gang

Gloria Welch WBE  
(317) 257-3001  
jmckee@comcast.net

#### The Uniform House

Aviva Tavel WBE  
(317) 926-4467  
aviva@uniformhouse.com



Indiana Department of Administration  
Minority & Women's Business Enterprises  
402 W. Washington Street Room W469  
Indianapolis, IN 46204  
(317) 232-3061  
mwbe@idoa.IN.gov