



The Link

to Supplier Diversity

Indiana's Minority & Women's Business Enterprises Division

January 2014

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Business Voice: Mezzetta Construction Services, Inc.

Founded in 2006 by Darlene and Luciano Mezzetta, Mezzetta Construction Services, Inc. is a family-owned and operated commercial construction company located on Indianapolis' northwest side.

"There is a long history of construction tradesmen in my family," said Darlene Mezzetta.

"My father was a contractor in California when I was growing up. Also, my husband's family is deeply rooted in construction trades. It seemed like a natural fit for me."

Mezzetta currently employs an average of 50 individuals, and is certified nationally, locally and statewide as a WBE, MBE and DBE.

For nearly a decade, the business has helped Indiana's premiere companies and institutions develop landmark structures and quality interior and exterior spaces.

Mezzetta is cost-competitive on its pricing and has been awarded contracts on several construction management projects. Some of the company's projects include Lucas Oil Stadium, Butler University's Hinkle Fieldhouse and the Indiana State Fairgrounds Coliseum.

The company attributes its success of being

awarded competitively bid local projects as a result of establishing a core group of subcontractors.

"I also believe in surrounding yourself with the right people. When you treat your associates well, your company will reap the rewards," said Darlene Mezzetta.

By actively supporting local community development and outreach programs, Mezzetta, Inc. is committed to building strong, vibrant communities and making a



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How to Connect

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 email: jethayer@idoa.in.gov



www.in.gov/idoa/mwbe

Increase your bonding capacity with the Indiana Model Contractor Development Program

Construction companies have the opportunity to increase their bonding capacity with eight educational workshops and weekly bond readiness activities that will be held February 6 through March 27.

The bonding workshops and activities are part of the Indiana Model Contractor Development Program (IMCDP), where industry professionals will instruct and assist small and emerging construction contractors interested in learning the steps necessary to increase the likelihood of making their companies bondable.

The program's eight classes will be held on Thursdays from 6-9 p.m. at Bowen Engineering's Corporate Office in Indianapolis. Pre-registration by January 30 is required to attend the IMCDP. The registration fee is \$100 and covers all eight courses. Companies can complete the online registration at www.IndianaMCDP2014.eventbrite.com.

For more information or questions, please contact Amy Zakutansky at Amy.Zakutansky@cnasurety.com.

IMCDP will create one-on-one interaction
 Continued on pg. 4...

Nominate an Exceptional Woman for the 10th Anniversary Torchbearer Awards

Consider nominating an extraordinary woman from your area for a 10th Anniversary Torchbearer Award.

The awards are presented by the Indiana Commission for Women (ICW). ICW has been honoring women who've made outstanding contributions to Indiana for 10 years.

These Torchbearers are the State of Indiana's most prestigious recognition of women in Indiana. They are women who have broken down barriers to women's full participation and have become lasting legacies for us all by overcoming immense challenges with courage, perseverance and

compassion.

We all know an exceptional woman who goes above and beyond to make our communities better places for Indiana women and girls. A recipient need not be a corporate president or community leader to be honored. ICW is seeking to honor Indiana women who have eliminated barriers, been pioneers in their industries or overcome immense obstacles while making Indiana a better place to live, work and raise a family.

ICW needs your help to find them! Recipients will be selected from a pool of nominated candidates who have overcome obstacles, made extraordinary contributions or been pioneers throughout their lives.

Please visit www.in.gov/icw/2334.htm to nominate an outstanding Indiana resident so that she can



ICW is seeking to honor Indiana women who have:

- **Eliminated barriers,**
- **Been pioneers in their industries, or**
- **Overcome immense obstacles while making Indiana a better place to live, work and raise a family.**

receive recognition at the annual ceremony on March 5.

Completed nomination forms are due no later than January 10.

If you have any questions please contact Kristin Garvey, (317) 232-6720 or kgarvey@icw.in.gov.

Business Tip

"Be prepared for all the challenges. Focus on exactly what you want to provide and develop a strong business and marketing plan and stick to it. Capitalize on your strengths."

- Darlene Mezzetta, *Mezzetta Construction Services, Inc.*

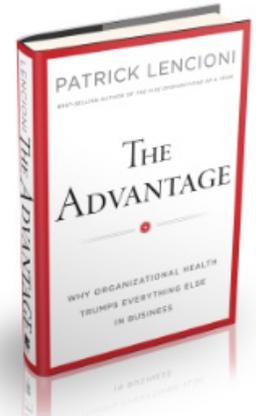
Subcontractor & Other Bidding Opportunities

Project Name	Due Date	Contact Information
Clifty Falls State Park Culvert Maintenance & Slide Stabilization	Monday, Jan. 6	Dave O'Mara Contractor Phone: (812) 346-4135 Fax: (812) 346-6305 tamikah@daveomara.com
IU Kelley School of Business Renovations to Existing Building	Tuesday, Jan. 14	Wilhelm Construction Shawn Seaman Phone: (317) 359-5411
130 New Bi-Level Passenger Railcars	Thursday, Jan. 30	Sumitomo Corporation of America Phone: (847) 593-2515 Fax: (847) 228-5502 steve.rehak@sumitomocorp.com

Business Reads

"The Advantage : Why Organizational Health Trumps Everything Else in Business"

Patrick Lencioni



New York Times best-selling author, Patrick Lencioni, argues that the seminal difference between successful companies and mediocre ones has little to do with what they know and how smart they are and more to do with how healthy they are.

In this book, Lencioni brings together his vast experience and many of the themes cultivated in his other best-selling books and delivers a first: a cohesive and comprehensive exploration of the unique advantage organizational health provides.

Tools for Success: An Exciting New Year

By: Terrie Daniel, MWBE Deputy Commissioner

As I look back over the past three months since being in my new role as deputy commissioner, I'm excited about 2014 and the opportunities this year will bring. As this agency moves forward, my goal is to provide you with more visibility of the available opportunities to do business with the State of Indiana and also to provide you with resources, educational and otherwise, to help you grow your business.

During my travels in the past few months to cities across the state including Evansville, Ft. Wayne, South Bend, Indianapolis, Lafayette and Gary, I have had the privilege of meeting so many great people, some familiar and some of whom I've met for the first time.

I thought I was going to talk about the services

the agency provides and how we can help local business owners with more access to state opportunities and listen to their thoughts about how we can improve our service offerings. Well, we did just that, but it made me realize something else so much more important and that is, we are better off because of our differences and when those differences are realized, all of us benefit.

I've coined a phrase that says, "Supplier Diversity is just the right thing to do!" and here in the Division of Minority and Women's Business Enterprises, we are committed to doing it right!

Happy New Year to each of you, and may you prosper and be fulfilled in all you do.



Terrie Daniel
MWBE Deputy Commissioner



Darlene Mezzetta
Mezzetta Construction Services, Inc.

Business Voice cont...

positive impact in the places where its employees live and work.

In 2013, Mezzetta Construction Services was ranked by the *Indianapolis Business Journal* as one of the top Indianapolis-area woman-owned businesses and one of the top Indianapolis area minority-owned businesses.

"Like many other businesses similar to us, the uncertainty of the economy will have an impact on the changes within our company over the next five years," said Darlene Mezzetta.

"Our goal is to expand on our capabilities so that our market presence increases."

Certified MBEs

Cliffs Construction and Home Remodeling
Dwight Cliff, Sr.
(317) 638-2563
dwightcliff@cchr.co

MBE

Evacus Technologies, LLC
Jerry Clark
(812) 455-7185
admin@evacustech.com

MBE

Hurtsburo Consulting Group, LLC
Marion Mitchell
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MBE

Radionext.tv
Harold Bell
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MBE

TOC Logistics International
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MBE

Certified WBEs

Bulk Transport Corp.
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WBE

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sherrycain@coronadostonein.com

WBE

MEG & Associates
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Meg@Megpromo.com

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WBE

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Denise Garrett
(317) 791-4000
suewininc@att.net

WBE

Business Q&As

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

A: Dealing with the daily financial conditions of business like accounts receivable, cash flow and accounts payable. The economy's ebb and flows control a lot of those conditions.

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

A: In the beginning we would have liked to be more focused on one market segment instead of a broad spectrum. We eventually found our niche and feel comfortable that we are now capitalizing on that segment of our business.

Increase your bonding capacity cont...

between construction contractors and surety bond producers, underwriters and other professionals who will work on a case-by-case basis to assemble the materials needed for a complete bond application and to address issues that might deter the successful underwriting of a surety bond.

A minimum of two years in the construction industry, evidence of successfully completed construction contracts in the current line of business and a minimum gross revenue of \$100,000 are some of the prerequisites the IMCDP requires.

IMCDP is sponsored by Bowen Engineering, Citizens Energy Group, Surety Association of Indiana and The Surety & Fidelity Association of America and supported by many

community organizations. Refer to the registration website or to Amy Zakutansky for more information: www.IndianaMCDP2014.eventbrite.com.



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 Minority & Women's Business Enterprises
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Pay Audit System Training
 for Prime & MWBE Subcontractors
January 8
2p.m.-3p.m.
 Indiana Government Center South

Certification Clinic
 for minority & women-owned businesses
January 15
1p.m.-3p.m.
 Indiana Government Center South

Business Crossword

ACROSS

- 2 Trade of goods, services, or both
- 3 The ability or power to contain, absorb, or hold
- 7 (ICW)
- 9 One that competes with another
- 10 Favorable position

DOWN

- 1 Progress
- 4 Innovator
- 5 Ongoing expense
- 6 Process of resolving something such as a problem
- 8 Chinese New Year 2014