



Certification Boot Camp Scheduled

The NWI Small Business Development Center along with Partners in Contracting Corporation (PICC), and the Hammond Development Corporation (HDC), are offering Certification Boot Camp. A one hour FREE introductory meeting from 6 to 7 p.m., Tuesday - September 14th will be held at HDC, 5246 Hohman Avenue, Hammond, Indiana 46320. The meeting will be an overview of certification eligibility requirements and the boot camp schedule. If you are eligible, payment will be necessary at this introductory meeting.

Who Should Attend?

Women and minority business owners who have tried but not completed the Indiana WBE/MBE certification process; who feel that certification can help them in their marketing strategy; and who are new to the certification process.

What Boot Camp Offers?

An explanation of the certification process in a language you can understand; an organized approach to completing the application and documentation required for certification; step by step instructions; customized for your company and your circumstances.

Pre-registration Required:

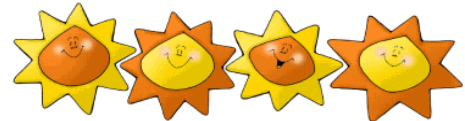
The cost is \$100 - Pre-registration is required. To register, contact the NWI SBDC at 219-644-3513 or go online to www.nwisbdc.org click on calendars, workshops, the event, and follow the link.

Schedule:

Boot camp consists of three working sessions, two weeks apart for three hours each, September 28th, October 12th and October 26th, from 6 to 9 p.m.

The NWI SBDC offer free assistance for entrepreneurs starting or expanding their businesses. Through one-on-one consulting, the NWI SBDC helps guide small businesses towards their goals by offering referrals, workshops, training opportunities and other essential business tools. For more information, visit www.nwisbdc.org

DOG DAYS OF SUMMER



Special points of interest:

- Certification Boot Camp Scheduled
- Upcoming Events
- Women's Small Biz Program to Make Long-Awaited Debut
- Success Story - All Rite Distributing Co., Inc.
- USDOT's Disadvantaged Business Enterprise Program - A Door to Statewide Opportunity
- MBE/WBE vs DBE: What's the Difference?

Up Coming Events - Mark Your Calendar!

September 14, 2010

Certification Boot Camp Introductory Meeting

See front page for details

September 14, 2010

What's All the Hubbub About HUBZones?

An informational meeting and luncheon for Nobel County. What is a HUBZone and how can your company take advantage of it? What types of government contracting opportunities are available to small business? These are some of the questions that will be answered at this meeting. Go to PICC's webpage for more information. www.piccorp.org



October 5, 2010

14th Annual Buy Indiana Expo

Crane Naval Surface Warfare Center is now taking applications for its 14th Annual Buy Indiana Expo set for October 5th. This is an opportunity to display your goods and services as a potential vendor to the Crane Naval Surface Warfare Center primarily in the \$25,000.00 contract value level as well as bankcard purchases of \$3,000.00 and under. Go to PICC's webpage for a link to the Buy Indiana Registration form.

Women's Small Biz Program to Make Long-Awaited Debut

After 10 years of delays, rewrites and lawsuits, the women's procurement program is finally ready to launch.

Karen Mills, head of the Small Business Administration, told the House Small Business committee on Wednesday that the women's small business contracting program will start before the end of 2010. "This is one of the things we are very proud of," Mills said.

In March, SBA released a proposed rule identifying 83 industries in which women-owned small businesses were underrepresented. The proposal was a substantial departure from a 2008 George W. Bush administration plan that identified only four such industries.

The latest proposed rule authorizes set-aside contracts less than a certain dollar amount for women-owned small businesses in the industries in which they are underrepresented. Officials iden-

tified the eligible industries based on a combination of the share of contracting dollars awarded to women-owned firms in those industries and the share of contracts awarded.

More than 1,000 individuals, businesses and trade associations submitted comments on the new proposal. The public comment period ended in early May.

"We have dealt with every one of (these comments)," Mills told the committee. "Some were extremely helpful and valuable to rewrite the rule."

In 2000, President Clinton signed the Equity in Contracting for Women Act, allowing the government to set aside contracts for women-owned small businesses in industries where females were historically underrepresented.

The program sputtered, however, during the Bush administration. A 2004 lawsuit by the U.S.

Women's Chamber of Commerce forced Bush officials to finally draft a proposal. But the 2008 plan set off a firestorm of complaints from lawmakers and women's advocates, who accused SBA of choosing the narrowest methodology for determining underrepresentation.

The Obama administration decided last year to scrap existing proposals and draft a new, comprehensive rule "based on the analysis of the prior studies and on all the questions and comments previous received."

- Robert Brodsky
GovExec.com - July 30, 2010



U.S. Small Business Administration

Success Story

ALL RITE DISTRIBUTING TO RECEIVE PRESTIGIOUS AWARD FROM DEFENSE LOGISTICS AGENCY

Fort Wayne-based All Rite Distributing Co., Inc. has received notification that it will be presented with a Defense Logistics Agency (DLA) Vendor Excellence Award for Service Disabled Veteran-Owned Small Business. Nominated by the Defense Supply Center Columbus, All Rite will receive the prestigious award at a dinner on August 24 as part of the DLA Enterprise Supplier Conference and Exhibition in Columbus, Ohio. The award presentation to All Rite representatives will be made by Vice Admiral Alan S. Thompson, SC, USN, who is director of the DLA, an agency of the U.S. Department of Defense.

"We are humbled to receive the DLA Vendor Excellence Award for Service Disabled Veteran-Owned Small Businesses," stated All Rite President J. Brian McNaughton upon learning that his company was chosen for the distinction. "To have been selected as a leader amongst our peers is a great honor for us."

All Rite Distributing has served as a contractor for the defense industry for more than 10 years. The company has worked with Partners in Contracting Corporation (PICC), a Hammond-based organization that helps Indiana companies secure government contracts, and its local Procurement Technical Assistance Center (PTAC) to strategically position itself as an emerging defense contracting leader.

The PTAC is housed at the Northeast Indiana Small Business Development Center in Fort Wayne and is led by PICC Counselor-Trainer Gil Perry.

All Rite Distributing was founded in 1972 as a wholesale distributor warehouse in the automotive aftermarket, but the company has seen its government contracting business grow exponentially in recent years. Steve Dunning, director of government sales for All Rite, estimates that 70 percent of the firm's 2010 sales will be in defense contracts, doubling the amount that the company had in 2008. This contrasts with only 10 percent of its sales in 2000, when All Rite first began venturing into government contracts.

As a Service-Disabled Veteran-Owned Small Business (SDVOSB), All Rite has an advantage in the contract bidding process in that it can explore various set-aside opportunities available only to such companies. All Rite already has received five excellence awards to date from the Defense Supply Centers located in Columbus, Ohio and Richmond, Virginia.

About All Rite Distributing Co., Inc.

All Rite Distributing Co., located at 1430 Dividend Road in Fort Wayne, was founded in 1972 by World War II veteran John McNaughton, now deceased. The company is currently led by J. Brian McNaughton, one of the founder's grandsons, as president, and Gary McNaughton, one of the founder's sons, a Vietnam War veteran who is serving as vice president. Other key personnel include Steve Dunning as director of government sales, Darin Little as contract administrator/expediter, and Dave Strader as logistics manager.



All Rite Distributing Co., Inc.

1430 Dividend Road, Fort Wayne, IN 46808

260-484-2527 • www.allritedistributing.com



USDOT's Disadvantaged Business Enterprise Program - A Door to Statewide Opportunity

The United States Department of Transportation's (USDOT's) program for Disadvantaged Business Enterprises (DBEs) provides state and nationwide contracting opportunities for small minority and women-owned businesses to sell to public agencies that receive USDOT funds. Federal law mandates that every public agency that receives more than \$250,000 in USDOT funds in a single year must have a DBE program that states the agency's commitment to the federal DBE program and how that agency will carry out that program. Each year, each of these agencies must also determine a percentage goal for minimum DBE participation in federally funded contracts or subcontracts to be awarded in that coming year. Once that goal has been determined, each agency must require that all contractors bidding on any USDOT funded contract demonstrate good faith efforts to meet that goal in doing the work required by that contract. These program goals result in the awarding of hundreds of millions of dollars in contracts and subcontracts to DBEs nationwide. At the Northern Indiana Commuter Transportation District (NICTD), our Disadvantaged Business Enterprise Participation Goal for the years 2011 through 2013 is ten percent (10%). This amounts to over \$5 million in opportunities for DBEs over the next three years, and NICTD is only one of many agencies in the state that have DBE goals.

But in order to qualify for this program, a small minority or woman

owned business must be certified as a disadvantaged business enterprise. This is not quite the same as a minority or woman owned business because it also involves the size of the business and the wealth of the owners. However, the process of being certified as a DBE is truly "one stop shopping", so once a DBE is certified, many opportunities open up statewide.

In Indiana, the Indiana Department of Transportation's (INDOT's) Office of Economic opportunity certifies small minority and woman owned businesses as DBEs. Their office is at 100 North Senate Avenue, Room N750, Indianapolis, IN 46204, their web site is in.gov/indot/2576.htm, and their phone number is (317) 232-5089. Once a business is certified by INDOT as a DBE, it is recognized as a DBE by every recipient of USDOT funds in the state – every transit agency, every airport authority (if they get DOT funds) and INDOT itself. Also, once an Indiana firm is certified as a DBE by INDOT, it's easier to get certified in other states as well.

What does a firm need to do to qualify as a DBE? A minority or woman owned business must show INDOT that it is owned and controlled by disadvantaged individuals – that is, women and/or minorities who have a personal worth of no more than \$750,000 (excluding the value of the business and the person's primary residence). The business must also be a small business as defined by US Small Business Administration stan-

dards, which can vary from \$750,000 to \$33.5 million in annual gross revenue and fewer than 100 to 500 employees, depending on the type of business. INDOT will ask for documentation of this, including tax records. INDOT will also make a site visit to the business. However, all information must be kept confidential by federal law, and once certified, a DBE does not go through this process again with any other agency in Indiana.

If you haven't tried recently to get your firm certified as a DBE, now is the time to take advantage of this program. The Indiana DBE Program gets your firm's name in front of dozens of agencies getting federal funds and gets prime contractors to pay attention, too, since federal law says those prime contractors can't get USDOT funded contracts unless they make good faith efforts to contact – and use - DBEs. This program offers access to millions of dollars in opportunity for small businesses that take advantage of it.

By Joe Crnkovich
DBE Liaison Officer
Northern Indiana Commuter
Transportation District



YOU'VE GOT MAIL!

Check your inbox for the 3rd Quarter Award Form, it's on it's way.
Please return your completed form even if you haven't received any awards.
This information helps PICC complete the reports that are required.

Help us help you.



PICC's Board of Directors and Staff

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**We Break the Tape
You Seal the Deal**

We're on the Web
www.PICCcorp.org

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Bill Pishkur
Counselor/Trainer

Ruth Feledy
Administrative Assistant

Fort Wayne
Gil Perry
Counselor/Trainer



MBE/WBE vs DBE : What's the Difference?

| DBE Program | MBE/WBE Program |
|--|---|
| Governed by federal regulations 49 CFR Part 26 | Governed by state regulations 25 IAC § 5 et seq. |
| Program applies to only transportation-related contracts that include <u>any amount of federal funds</u> . | Program applies to all types of contracts (not limited to transportation-related INDOT contracts) that are <u>100% state funded</u> . |
| Administered by the Indiana Department of Transportation (INDOT) - Economic Opportunity Division | Administered by the Indiana Department of Administration's Division of Minority and Women's Business Enterprises. |
| INDOT is the sole DBE certifying entity in the State of Indiana | Other entities provide MBE/WBE certification: City of Indianapolis, RMSDC (MBE only) |
| Must show social and economic disadvantage (Owner personal net worth under \$750k and annual gross receipts under Small Business Administration size standard applicable to business, but in no case over \$22.41m). | Must show social disadvantage. No personal net worth or gross receipt limits. |
| Disadvantaged owner must possess requisite expertise for type of business | Disadvantage owner may hire employee with requisite expertise. |
| Goals "narrowly tailored" for each individual contract by INDOT to cumulatively achieve annual agency DBE goal. | Fixed goals added to contracts based on contract type (procurement, construction, service) set annually by Governor's |