

January 2011

Issue 6



PARTNERS IN CONTRACTING CORPORATION

PARTNER TALK

Happy New Year!

WBE/MBE Certification Boot Camp

Offered by PICC & The Hammond Development Corp.

The first quarter of the New Year is an excellent time to work on your State of Indiana WBE/MBE certification application. There are new opportunities with the NFL Emerging Business Program for certified WBE/MBE businesses in anticipation of the Super Bowl XLVI (2012) to be held in Indianapolis and the new federal set aside program for Women Owned Small Business with goes in to effect February 4, 2011.

PICC and HDC are sponsoring Certification Boot Camp. A hands on program to assist eligible WBE/MBE's in Indiana with completing the State of Indiana WBE/MBE application. Boot Camp begins with a one-hour introductory/orientation session. The purpose of this no cost session is to provide information on

certification eligibility and to present the format and requirements of Boot Camp participants.

The sole goal of Boot Camp is to assist eligible business with the competition and submission of the WBE/MBE application for certification to the Indiana Department of Administration. Participants should consider their availability to participate in the three Boot Camp sessions which are schedule two weeks apart.

There is no charge to attend the introductory/orientation session, however businesses will be required to submit payment of the \$ 100.00 fee to participate in the subsequent three Boot Camp sessions.

Check out the last page for the complete Bootcamp Schedule.

You NEED Your WBE/MBE Certification

To qualify for the Fed Women Owned Small Business Set Aside - *Story on page 2*

To participate in the NFL Emerging Business Program - *Story on page 5*



Special points of interest:

- WBE/MBE Certification Boot Camp Offered by PICC and the Hammond Development Corporation
- Fed Women Owned Small Business Set Aside Program Effective February 4, 2011
- Success Story: CKS Company - First Fed Contract Awarded
- Success Story - Rhinehart Development Corporation
- Crossroads Industrial Services Offers Military Packaging Service
- Expanded Polystyrene Recycling Program
- NFL Emerging Business Program
- Indiana Federal Contract Chart
- Important Dates
- Boot Camp Schedule

Fed Women Owned Small Business Set Aside Program Effective February 4, 2011

Beginning February 4, 2011 federal contract officers (CO's) may begin to set aside contracts for Women Owned Small Businesses (WOSB) and Economically Disadvantaged Women Owned Small Businesses (EDWOSB). Contracts will be set aside in 83 NAICS codes where women owned businesses have been found to be under represented or substantially underrepresented. The set aside program is intended to help the federal government achieve the existing statutory goal that 5 percent of federal contracting dollars go to women-owned small businesses. For a list of the 83 NAICS codes go here,


<http://gsa.federalschedules.com/Resource-Center/Resources/SBA-Women-Owned-Small-Business-Program.asp>

Businesses may obtain WOSB certification from a third-party certifier approved by SBA. Businesses may also self-certify as a WOSB, but are then required to submit additional documentation to the WOSB Program Repository.

Businesses certified as WBE by the State of Indiana meet the third-party certifier criteria. Obtaining your State of Indiana WBE certification is now more valuable than ever. You will be

both recognized by the State of Indiana as a women owned business, making you eligible for the State's WBE set aside program and it simplifies the process of bidding on federal contracts set aside for WOSB.





YOU'VE GOT MAIL!

Watch your inbox for the 1st 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.

Success Story

CKS Company, Inc. Awarded 1st Federal Contract!



CKS Company, Inc a Service Disabled Veteran Owned Business was founded in 1971 by the President and driving force of the business MR Richard Geiger. CKS, a Small Business continues to function successfully out of their home base located in Mooresville, IN. CKS is classified as a wholesaler of Commercial/Industrial Machinery and Equipment, specializing in industrial Washers and Dryers. CKS will also install, maintain, repair or rebuild the equipment provided as well as rent or lease the equipment.

On March 29th, 2010 MR Geiger CKS became a Client of Partners in Contracting Corporation and

credits the Hammond office with getting CKS prepared to bid and be awarded Federal Government Contracts. MR Geiger also credits the Bid Match Service and some last minute clarification of the FAR's provided by PICC as extremely instrumental in his success in landing his first contract with Federal Government. On September 11, 2010 CKS was awarded a contract in response to Solicitation # F2KTAV001-06A006 advertised by the Department of the Air Force, office of the Air Force Material Command, Kirkland (Operational Contracting Division).

CKS Company, Inc.

Mooresville, IN 46158
1-888-257-6044
www.ckscopy.com

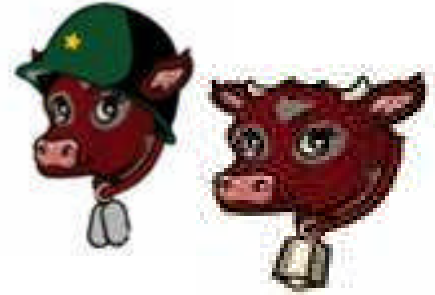
'Over 38 years of laundry sales, service and installation'



Success Story

Rhinehart

DEVELOPMENT CORPORATION



Don't let the cute logo of a cow fool you. Rhinehart Development Corporation of Spencerville, DeKalb County, Indiana is a state-of-the-art manufacturer specializing in metal stampings, metal fabrication, and surface conditioning to SSPC specifications, and welding of all metal substrates. Rhinehart manufactures and finishes parts for the building industry, medical, aerospace, emergency vehicle lighting, and agricultural, which was its first area of business.

Operating out of 139,000 square feet in Spencerville and employing approximately 125 people, Rhinehart has been providing a quality product, reliable service, timely delivery and stable pricing for over 60 years. It is exactly these characteristics that have also proven valuable in the government contracting market. Rhinehart has fulfilled contracts for the government as a sub to many prime contracts. This diversification into the government market has helped sustain Rhinehart in difficult economic times. Michael W. Gamble, Vice President and General Manager states, "Rhinehart Development Corporation has been a subcontractor to the defense industry for many years. Our decision to expand our offerings as a direct supplier is born of our desire to support our War Fighters abroad and contribute to the fiscal success of the United States Government. We approach this commitment

with deep resolve and will continue to provide the best in precision manufactured components, delivered on time to our most important end users, United States armed forces personnel."

Rhinehart became a PICC client in the first quarter of 2010 when it decided to more aggressively pursue government contracts directly as a prime contractor. PICC, through its Fort Wayne office staffed by Gil Perry, provided assistance with registrations such as CCR and ORCA required to do business directly with the government. Rhinehart also utilizes PICC's bidmatch service which, "Greatly narrows down the large amount of solicitations to those which may be of more interest to Rhinehart." According to Tom Diehl, Rhinehart Sales Manager.

Rhinehart also participated in PICC's 2010 Government Contract Procurement Conference, which was where they were introduced by PICC's Gil Perry to All Rite Distributing. The introduction has resulted in a teaming arrangement between Rhinehart and All Rite Distributing; a service disabled veteran owned small business, to bid on prime contracts. Rhinehart's Diehl found the conference to be very informative and useful to attend. During 2010 Rhinehart has been awarded 20 contracts as a prime contractor with DLA and TACOM. Addi-

tionally, through Gil Perry, Rhinehart has become aware of Northeast Indiana's Defense Cluster initiative and the potential it provides to network with other defense related companies and teaming arrangements for government contracts.

HUBZone (Historically Underutilized Business Zone) certification is next up on Rhinehart's agenda as they continue to pursue all avenues to best position themselves to sustain their success in government contracting work. DeKalb County was recently declared a HUBZone County. Companies in the county who employ at least 35% of HUBZone residents are eligible to apply for certification as a HUBZone businesses. This certification will allow Rhinehart to bid on HUBZone set aside contracts. The purpose of the set aside program is to direct government contracts to those areas where the work will create and retain jobs, such as DeKalb County. PICC will provide support to Rhinehart during the HUBZone certification application process.

Rhinehart Development Corporation is a family owned business, founded by John R. Rhinehart in 1945. Today, the company owner and president is Philip R. Rhinehart who carries on his father's legacy by continually diversifying the company, always providing a high quality product, delivered on time at the right price.





5345 County Road 68
Spencerville, IN 46788-9719
260-238-4442
www.Rhinehartdevelopment.com



Crossroads Industrial Services Offers Military Packaging Service

Crossroads Industrial Services has been in operation since 1939 and is an AbilityOne Program provider, assisting Midwest companies with a variety of assembly, metal fabrication and packaging services. Crossroads is located in a 68,000 sq. ft. facility, in Indianapolis, Indiana; employing 90+ employees. Crossroads Industrial Services is most commonly known to the United States Department of Defense for their manufacturing, assembly and kitting of the Combat Identification Panel, designed to reduce or eliminate the incidence of "Friendly Fire".

As of last year, Crossroads Industrial Services embarked on a new initiative to compliment their current experience in military packaging, by offering it as a service. Crossroads Industrial Services understands the unique military standard packaging requirements, often called out in a products contract, as well as the penalties it can impose on a company, should the product or documentation not be completed correctly prior to shipping the product. Therefore, Crossroads offers their Military Packaging Service, per the MIL-STD-2073 and MIL-STD-129 requirements, complete with

billing for the customer through the WAWF system. Crossroads Industrial Services is visited on a regular basis by the DCMA to conduct a QAR for the products shipping from our facility. So the next time you are evaluating the requirements to package the product you manufacture for the DOD, consider the benefits of outsourcing your military packaging to an experienced contractor. For further information, please contact Deanna Dennison: 317-897-7320 ext 4222



Expanded Polystyrene Recycling Program

Have you ever stopped to think about where that EPS (Expanded Polystyrene), better known as Styrofoam goes after opening that new appliance, furniture or toy?

Currently, 85% of EPS ends up in our landfills and waterways. Expanded polystyrene molded parts contain 98% air. It takes over 900 years to decompose. According to the California Coastal Commission; it is a principal component of marine debris.

In 1999, 300,000 tons of EPS was landfilled in California alone, at a cost of \$30 million dollars. Throwing EPS away is the problem because it can be recycled. 300,000 tons of EPS equates to 37.5 million cubic meters

or enough to fill 15,000 Olympic sized swimming pools each year.

Crossroads Industrial Services and Gateway to Special Abilities is working together on an open-loop circle of sustainability program, utilizing waste EPS. When Crossroads Industrial Services receives the waste EPS, they sort it to remove all contaminants such as tape, paper, plastic, etc., condense (densify) the material into heavy logs that can be economically shipped to buyers who, in turn, re-process the EPS into products, such as picture frames. These picture frames appear on the shelves of local retailers thus creating an environmentally beneficial circle of sustainability and jobs for organizations in the community.

OPEN HOUSE

Crossroads Industrial Services is holding a Recycling Open House on January 11th, 2011, at their location, 8302 East 33rd Street, Indianapolis, IN 46226. All are welcome to come and learn about the process, as well as spend time talking one-on-one about how this waste stream could be eliminated from your company.



NFL Emerging Business Program Provides Business Development Opportunities for Certified WBE and MBE Businesses

XLVI

Indianapolis will host the 2012 Super Bowl and as a part of this event the NFL has already begun promoting its NFL Emerging Business Program for certified women and minority owned businesses in Indiana.

To participate in the Emerging Program, WBE and MBE's must register online by March 31, 2011, go to www.indianapolissuperbowl.com/emerging-business/ and submit proof of certification by April 30, 2011.

Participants in the NFL Emerging Business Program for certified WBE and MBE may:

- Inclusion in a business resource guide for Super Bowl XLVI
- Participate in the Emerging Business Matchmaking Program
- Participate in the NFL Playbook Workshop Series, a business development series of workshops conducted by the NFL for entrepreneurs
- Potential to participate in a limited, temporary Licensing Program for unique products
- Participate in the Emerging Business Challenge designed to generate greater awareness around Emerging Business participants for Super Bowl XLVI and beyond

- Use of a specially designed logo for Emerging Business participants who have successfully registered and become certified WBE and MBE businesses.



Don't drop the ball with this opportunity!

INDIANA FEDERAL CONTRACTS		
	10-1-09 to 3-31-10	4-1-10 to 9-31-10
SMALL BUSINESS	\$282,781,928	\$475,836,885
WOMEN OWNED SMALL BUSINESS	\$45,112,031	\$64,769,907
HUBZONE OWNED SMALL BUSINESS	\$60,277,906	\$58,079,140
SERVICE DISABLED VETERAN OWNED SMALL BUSINESS	\$14,182,446	\$38,079,140
VETERAN OWNED SMALL BUSINESS	\$44,834,648	\$171,370,208
MINORITY OWNED SMALL BUSINESS	\$74,872,112	\$63,918,656
OTHER BUSINESS	\$1,724,030,592	\$1,348,467,197
TOTAL	\$2,246,091,663	\$2,220,813,434
GRAND TOTAL (October 09 to September 10)	\$4,466,904,097	



PICC's Board of Directors and Staff

PARTNERS IN CONTRACTING CORPORATION

Main Office - PTAC
5209 Hohman Avenue
Hammond, IN 46320
Phone: 219-750-1200
Fax: 219-750-1211

Fort Wayne NE - PTAC
4312 Hobson Road - Suite B
FT. Wayne, IN 46815
Phone: 260-481-0491
Fax: 260-481-0499

*We Break the Tape
You Seal the Deal*

We're on the Web
www.PICCcorp.org

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Ex. Director

Bill Pishkur
Counselor/Trainer

Ruth Feledy
Administrative Assistant

Fort Wayne
Gil Perry
Counselor/Trainer



Important Dates to Remember

January

**Introductory/Orientation for
Certification Boot Camp -
January 11th**

March

**Registration for NFL Emerg-
ing Business Program -
March 31st**

April

**Submit Proof of Certification
for NFL Emerging Business
Program - April 30th**

Certification Boot Camp Schedule

DATES:

Introductory/Orientation - Tuesday, January 11, 2011 9:30 a.m. – 10:30 a.m.

Boot Camp Session I Tuesday, January 25, 2011 6:00 p.m. – 9:00 p.m.

Boot Camp Session II Tuesday, February 8, 2011 6:00 p.m. – 9:00 p.m.

Boot Camp Session III Tuesday, February 22, 2011 6:00 p.m. – 9:00 p.m.

LOCATION OF ALL SESSIONS:

Hammond Innovation Center, 5209 Hohman Ave., Hammond, IN 46320 (219) 750-1200

TO REGISTER CONTACT:

PICC, Ruth Feledy, (219) 931-7561, rfeledy@piccorp.org