

State Day

2024 Indiana Black Expo Business Conference

Today's Workshop

Preparation Meeting Opportunity: Doing Business Across the State

June 25, 2024 | 11:15 a.m. – 12:45 p.m.



Opening Remarks

Eli Sturgeon – Contract Compliance Manager, Indiana Department of Administration, Division of Supplier Diversity



DSD Mission

DSD fulfills its mission by providing knowledge, guidance and service to clients while protecting the integrity of the program. The commitment pledges high quality customer service that is both efficient and professional, and that demonstrates respect for both clients and colleagues.

- Creating a fair, competitive and equitable business environment
- Providing networking opportunities to clients
- Working to increase utilization
- Monitoring and enforcing program compliance



Things to keep in mind before we begin:

1. Please silence your phones.
2. The restrooms are located in the hall.
3. Scan to give IBE your feedback for a chance to win a Business growth grant for \$250.00.

Scan the QR below or
on your agenda



Moderator

Austin Van Wagner – Business Development and Outreach Manager,
Indiana Department of Administration, Division of Supplier Diversity



Today's Panelists

- **Meechelle Riley** – Supplier Diversity Program Manager, Citizens Energy Group
- **Chari E. Burke** – Chief Administrative Officer, Indiana Department of Natural Resources (DNR)
- **Brandon Gatson** – Senior Supplier Diversity Analyst, NiSource Inc.
- **Tierra S. Radford** – Supplier Diversity Specialist, IndyGo

Preparation Meeting Opportunity: Doing Business Across the State

Citizens Energy Group

June 25, 2024



Our Company

- Founded in 1887 as a Public Trust
- Locally owned and operated broad-based utility service company for the benefit of our customers and communities, no stockholders
- Utility provider for natural gas, thermal energy, water, and wastewater services
- Service area includes 900,000 people and thousands of businesses in the Indianapolis area
- 1,400 employees





Vision

Enhance the well-being of our customers, communities, and employees by providing unparalleled service now and for generations to come.



Mission

We fulfill the Promise of the Trust to provide essential utility services for our customers and communities, maintain the lowest possible rates with sound financial management, and create the greatest long-term benefit through a unique business structure.



Values

Safety
Integrity
Inclusion
Collaboration
Leadership
Stewardship

Community Service & Support

Annual Sharing the Dream

White River Cleanup

Yvonne Perkins Legacy Fund

Low Income Heating Energy Assistance Program (EAP)

Warm Heart Warm Home Foundation

10 Thousand Trees Initiative



Doing Business with Citizens




- Bids by invitation only
- Complete the “XBE Potential Supplier” form
- Internal review to determine next steps
- Suppliers invited to register in portal - JAGGAER
- Understand supplier qualifications: safety, insurance, financials
- Execution of a master agreement
- Patiently wait

Citizens Energy Group: XBE Potential Supplier Form



Website Resources

Call (317) 924-3311 or Contact Us Online



[My Account](#) [Utility Services](#) [Partner Resources](#) [Our Company](#) [Login/Register](#) [español](#)

[Home](#) > [Partners](#) > [Supply Chain](#) > [Diversity](#)

Supplier Diversity

At Citizens Energy Group, we are committed to making a positive impact in the communities we serve. We are also committed to increasing opportunities for local small businesses, including minority, women and veteran-owned business enterprises (M/W/VBE). Through our Supplier Diversity program, we work to strengthen and utilize these businesses, thereby adding value to our supply chain.

Because we are dedicated to producing the highest quality products for our customers and consumers, we expect the same from our suppliers. Our suppliers are committed to Citizens' values: quality, integrity, service, results, responsibility, and respect.


Supplier Diversity Policy Statement


Citizens Energy Group is dedicated to providing procurement and economic growth opportunities to small-to-mid sized business. Our goal is to work with companies committed to providing value to our customers. Our policy is to source and provide equal access to procurement opportunities for businesses that are local, minority, women and veteran-owned enterprises.

Certification Definitions

Suppliers

- [New Supplier Registration](#)
- [My Supplier Profile](#)
- [Submit an Invoice](#)
- [Supplier Diversity](#)
- [Supplier FAQs](#)
- [Contact Us](#)





Supplier Diversity Program

Strengthening a diverse business community contributes to the overall economic growth of our markets. Citizens supports the development and utilization of minority, women and veteran business enterprises as part of its procurement program.

Our intent is to support the economic development efforts within minority, women, and veteran owned business sectors to the extent that jobs may be provided, entrepreneurship may be advanced and useful goods and services may be provided at competitive prices.



Citizens Projects

CAPITAL PROJECTS:

- DigIndy Tunnel System
- Lead Service Line Replacement Program
- Sewer Rehabilitation Program
- Septic Tank Elimination Program (STEP)



Citizens Opportunities

UPCOMING SOLICITATIONS:

- Chemicals - Qtr 3 2024
- Building security - Qtr 4 2024
- Non-hazardous material disposal services - Qtr 4 2024
- Aggregate materials - Qtr 4 2024
- White River North Treatment plant expansion - Qtr 4 2024
- Front-Line Leadership Training Program- Qtr 1 2025
- Computer Replacement - 2026

ADDITIONAL OPPORTUNITIES:

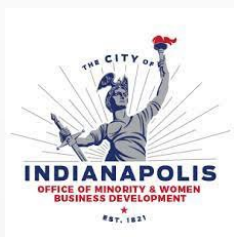
- Fuel cards

Diverse Business Opportunities

Citizens Diverse Supplier Opportunities

- XBE Discovery Sessions
- Building the Future Together
- Meet & Greet

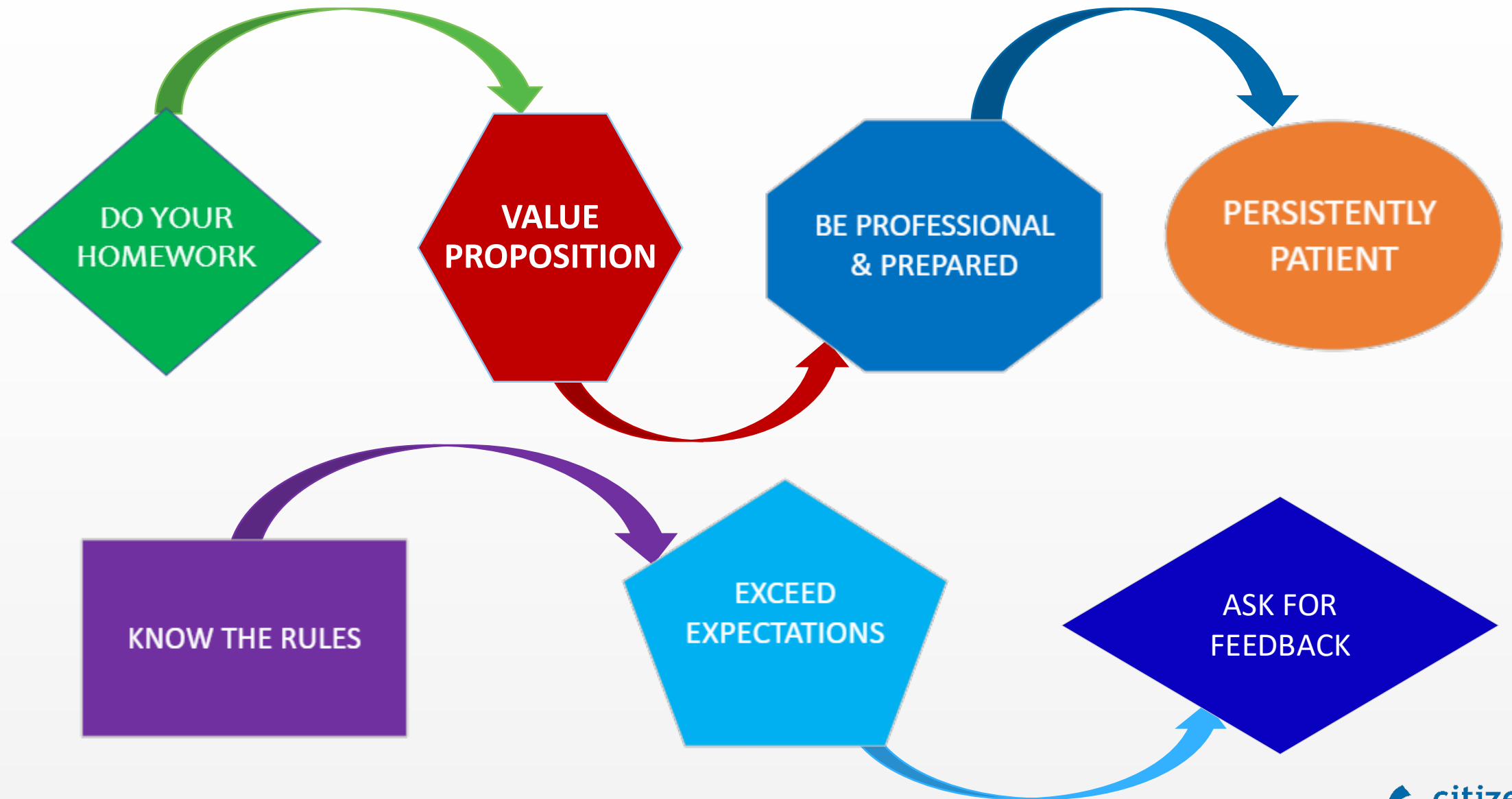
Approved Third-party Certifying Agencies



Supplier Diversity Engagement



Gameplan to Success



Citizens Energy Group: XBE Potential Supplier Form



Meechelle Riley
Supplier Diversity Program Manager

MRiley@citizensenergygroup.com
317.927.4708

citizensenergygroup.com

Preparation Meeting Opportunity: Doing Business Across the State

2024 IBE Business Conference Workshop

June 25, 2024



Chari E. Burke, Chief Administrative Officer
Hannah Hughes, Assistant Director
James Davis, Assistant Director

Our Mission

*The mission of the Indiana DNR is to **protect, enhance, preserve, and wisely use natural, cultural, and recreational resources** for the benefit of Indiana's citizens through professional leadership, management, and education.*

Organizational Structure

- Law Enforcement
- Legislative & Public Policy
- Legal
- Natural Resources Commission
- Natural Resources Foundation

REGULATORY TEAM

- Entomology & Plant Pathology
- Historic Preservation & Archaeology
- Management Information Systems
- Reclamation/Oil & Gas
- Water

LAND MANAGEMENT TEAM

- Fish & Wildlife
 - Nature Preserves
- Forestry
- Land Acquisition
 - Pres Benjamin Harrison Conservation Trust Fund
- State Parks
- State Park Inns
 - DNR Concessions

ADMINISTRATIVE TEAM

- Accounting, Internal Audit, Purchasing
- Communications
- Customer Service Center
- Engineering (PW)
- Finance and Payroll
- Fleet, Facilities, Asset Management
- Human Resources

DNR Supplier Certifications

Standard State of Indiana Requirements for Procurements and Public Works Projects

- Indiana State Comptroller Supplier Account
- Bidder Profile Registration
- Secretary of State Business Registration
- IDOA Supplier Diversity's Certified MBE, WBE, and IVOSB Database
- Indiana Public Works Certification Board Pre-qualification for Designers, Planners, Contractors, and Subcontractors
- Pass Indiana Department of Workforce Development and Indiana Department of Revenue Clearances
- May Be Various Industry-based or Purchase-, Project-, and Contract-specific Certifications
(example: herbicide applicators performing invasive vegetation control on public waters must be certified by the Office of the Indiana State Chemist as a licensed Aquatic Pesticide Applicator)

Procurement/Project Opportunities

- Specifications and Dollar Amounts Vary Greatly
- Typically initiated by DNR Field Properties or Division Leadership
- Solicitation/Bid Opportunities open to anyone, but not all are publicly advertised
 - Field/Divisions will recommend suppliers to include in solicitations
 - DNR staff are part of local communities and good supplier relationships are important
 - 24/7/365 Operations
 - Can distribute your company's information (e.g. one-pagers) to Field/Divisions

Division of Purchasing Contracts

- Trash/Sludge Removal
- Recycling
- Water Testing
- WWTP Operations/Inspections
- Preventative Maintenance Services
 - HVAC, Generators, Kitchen Equipment, Elevators, etc.
- Security Alarm Monitoring
- Housekeeping/Office Cleaning
- Pest Control
- Invasive Species Treatment/Removal
- Pheasants/Walleye
- Taxidermy
- Portable Restroom/Toilet Rentals
- Large Equipment Rentals
- Mowing
- Land Appraisals
- Farm/Crop Land Leases
- Concessionaires
 - Shooting Ranges, Saddlebarns, Campstores, Boat Rental
- Aviation Services (helicopter/fixed wing)
- Public Access Ramps
- Printing of Various Publications
- Off-Season Boat/Snowmobile Storage
- Fireworks Displays
- Trail Cameras
- Traffic Counters
- Uniforms/Safety Footwear
- Interpretive Programming
- 5K Timers

Division of Purchasing Commodities

- Tractors
- ATVs
- Trailers
- Vehicles
- Boats
- Lawn Mowers
- Weedeaters
- Chainsaws
- Mulch
- Flowers/Plants
- Landscaping
- Lumber
- Stone/Gravel
- Building Materials
- Lights
- Playground Equipment
- Appliances
- Toilets/Showers
- Sinks/Faucets
- Bath Tissue
- Hand Soap
- Cleaning Supplies
- Chemicals
- Herbicides
- Life Jackets
- Ammo/Firearms
- Fish Food/Antibiotics
- Crickets/Mice
- Tree Seeds
- Pheasants
- Pool Supplies
- Candy/Food
- Firewood
- Ice
- Soda
- Displays
- Exhibits
- Stickers
- Apparel
- Promotional Gear
- Beach Towels
- Toys/Games
- Hiking Supplies
- Camping Supplies
- Household Goods

DNR Public Works Projects

Including, but not limited to:

- Design of interiors, campgrounds, aquatic centers
- Installation of utility lines, panels, pumps, equipment, systems, meters, flooring, sidewalks, fencing, lighting, vault toilets, waterproofing, docks, siding, playgrounds
- Removal/Remediation of hazardous trees, asbestos, mold, lead, debris
- Repairs (non-routine PM) and Replacement of lift stations, windows, roofs, water heaters, HVAC, pools, generators, elevators, coolers, garage doors
- Improvements to air quality, accessibility (ADA)
- Remodel of office spaces, state-owned residences, Nature Centers, memorials, exhibits
- Cleaning of chimneys, water towers, fuel tanks, ducts, sewer lines, guttering
- Consulting, Surveying, Troubleshooting

Division of Engineering

Most DNR construction projects are bid through IDOA Public Works.



The screenshot shows the top portion of the IDOA website. At the top left is a dark blue navigation bar containing a 'MENU' icon, the IDOA logo, and the text 'Indiana Department of Administration'. To the right of this bar is a white search bar with a microphone icon, the text 'Search IDOA', and a search icon. Below the navigation bar is a hero section with a background image of the Indiana State Capitol building. The main heading in the hero section is 'Current Business Opportunities' in large white text. Below this heading is a breadcrumb trail: 'Home Procurement > Current Business Opportunities'.

Contact Information

Customer Service Center

317-232-4200 or 877-463-6367

To reach any DNR division or employee

www.IN.gov/dnr

*Select "Contact Us" to email Divisions
Select "Divisions" to see Field Properties*

DNR Sites Finder Tool to Locate DNR Properties:

<https://www.in.gov/dnr/places-to-go/indiana-dnr-locations/>

Contact Information

DNR Purchasing

Contact DNRPurchasing@dnr.in.gov

- *Commodities Purchases*
- *Routine PM Services*
- *Contracts*
- *Grant Agreements*
- *Leases*
- *Equipment Rentals*
- *QPA & Individual Purchases*

Chari E. Burke, Chief Administrative Officer
Director, Divisions of Purchasing, Accounting, and
Internal Audit
cburke@dnr.in.gov
317-234-5227

Steve Piccione, Assistant Division Director
Division of Purchasing
stepiccione@dnr.in.gov

Contact Information

DNR Engineering

DNRPublicWorks@dnr.in.gov

Public Works:

- *Construction/Design*
- *Structural/Equipment Repairs and Installation*
- *Delegated Projects*
- *Alteration to Structures, Land*

Greg Sorrels, Director

Divisions of Fleet, Facilities, Asset Management & Engineering

gsorrels@dnr.in.gov

317-232-4134

Hannah Hughes, Asst Director of Public Works

Division of Engineering

hhughes1@dnr.in.gov

317-234-2513

<https://www.in.gov/dnr/engineering/contact-us/>

THANK YOU!

We look forward to doing business with you!



www.IN.gov/DNR

DNR Customer Service Center

317-232-4200



We exist to deliver safe, reliable energy that drives value to our customers

2024 IBE Business Conference

Supplier Diversity





WE'RE PLANNING OUR FUTURE *Be a part of it*

- One of the nation's leading fully regulated **gas and electric utilities**
- Committed to delivering **energy** in a **safe**, reliable and affordable way
- Dedicated to **investing** in our employees

CULTURE *People power success*

Devoted to building and retaining a supplier network that reflects the **diversity** of the communities we serve

SAFETY *At the heart of what we do*

Safety is the foundation of our business



COMPANY OVERVIEW

AN INNOVATIVE AND TRUSTED ENERGY PARTNER

NiSource[®]

~3.3M
GAS CUSTOMERS

~500K
ELECTRIC CUSTOMERS

~7,500
EMPLOYEES

NEWSWEEK'S AMERICA'S MOST RESPONSIBLE COMPANIES
DOW JONES SUSTAINABILITY INDEX
MSCI AA ESG RATING
FORBES' AMERICA'S BEST LARGE EMPLOYERS
FORBES' AMERICA'S BEST EMPLOYERS FOR DIVERSITY
FORBES' AMERICA'S BEST EMPLOYERS FOR WOMEN

Columbia Gas[®]
A NiSource Company

NIPSCO[®]
A NiSource Company

UPCOMING RFP OPPORTUNITIES

- Enterprise IT Hardware Value-Added Resellers
- **Services needed: IT Hardware**
- **Requirements: Provide references that support similar work**
- **Please note any existing partnership tiers or certifications**
- **Confirm Tier 2 capacity to partner with a larger consulting firm**

UPCOMING RFP OPPORTUNITIES

- Time & Attendance Tools
- **Services needed: IT Software / SaaS; IT Consulting**
- **Requirements: Provide references that support similar work**
- **Please note any existing partnership tiers or certifications**
- **Confirm Tier 2 capacity to partner with a larger consulting firm**

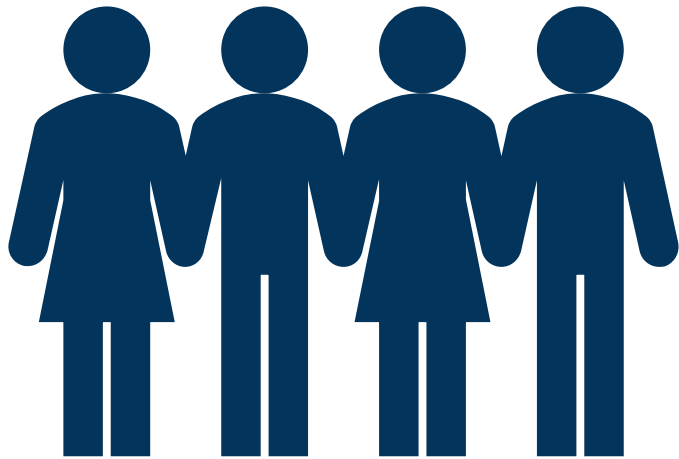
UPCOMING RFP OPPORTUNITIES

- Enterprise IT Software Value-Added Resellers
- **Services needed: IT Software / SaaS**
- **Requirements: Provide references that support similar work**
- **Please note any existing partnership tiers or certifications**
- **Confirm Tier 2 capacity to partner with a larger consulting firm**

POTENTIAL OPPORTUNITIES

- Restoration Services
- Traffic Control Services
- Vegetation Management

DIVERSE SUPPLIER CERTIFICATIONS



- **Minority Business Enterprise (MBE)**
- **Woman-Owned Business (WBE)**
- **Veteran-Owned Business (VBE)**
- **Disabled-Owned Business (DOBE)**
- **Lesbian, Gay, Bisexual, Transgender (LGBT)**
- **Historically Underutilized Business Zone (HUBZone)**
- **Small Business Enterprises**

METHOD OF ENGAGEMENT

- NiSource Supplier Diversity Team
 - supplierdiversity@nisource.com
 - <https://www.nisource.com/company/doing-business-with-us/supplier-diversity>
- Tips
 - *Register on the supplier registration portal*
 - *Email capability statement and include innovative ideas, success stories or case studies of previous utility experience*

*IndyGo*SM

- State of Indiana's largest public transportation provider
- More than 750 employees
- Provides nearly 10 million passenger trips a year
- 32 fixed bus routes



IndyGo 2024 Project Pipeline

Quarter	Anticipated Project	Funding Source	Projected Goals
Forecast for Q2 2024	1501 Garage Bay Demolition/ Renovation	Local	TBD
	CTC - Security Camera Replacement	Federal/Local	TBD
Forecast for Q4 2024	Blue Line Bus Rapid Transit Construction	Federal	DBE% TBD
Upcoming in 2024	East Washington Street Mobility Hub Construction	TBD	TBD
	Annual Bus Facilities Pavement Maintenance	Local	MBE 15%, WBE 8%, VBE 3%, DOBE 1%
	Exterior Maintenance of 1501 W Washington Buildings	Local	MBE 15%, WBE 8%, VBE 3%, DOBE 1%
	Structural Wall Repairs	Local	MBE 15%, WBE 8%, VBE 3%, DOBE 1%
	Fuel Island and Wash Rack Drain Repair	Local	MBE 15%, WBE 8%, VBE 3%, DOBE 1%

Quarter	Anticipated Project	Funding Source	Projected Goals
Upcoming in 2024	CTC – Public Restrooms	Local	MBE 15%, WBE 8%, VBE 3%, DOBE 1%
	Rural Street Construction	Local	MBE 15%, WBE 8%, VBE 3%, DOBE 1%
To Be Determined	On-Board Survey Mini Refresh	Local & Federal	MBE 15%, WBE 8%, VBE 3%, DOBE 1%
	On-call Grant Writing Support	Local	MBE 15%, WBE 8%, VBE 3%, DOBE 1%
	Facility Security Assessment	TBD	TBD
	Station Area Plan(s)	Federal	TBD
	Rural Street Utility relocations in advance of construction	Local	MBE 15%, WBE 8%, VBE 3%, DOBE 1%

DISCLAIMER: The table below contains information based on estimates, assumptions, and other data, which is subject to change. Any proposed project/service may vary materially or be removed from the list. This table is provided for planning, contracting, and teaming purposes only.



Certification Requirements

- Established Disadvantaged Business Enterprise (DBE) and Minority/Women/Veteran/Disabled-Owned Business Enterprise (M/W/V/DOBE) goals for most of our projects.
- Goals not quotas.
- Businesses are **not required to be certified** as DBEs or M/W/V/DOBEs in order to do business with IndyGo.

Diverse Business Opportunities

1

To bid on upcoming public projects, all businesses must register through IndyGo's e-procurement site, **Bonfire**.

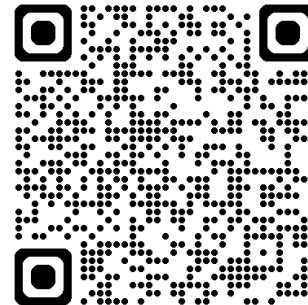


2

Once you are registered, you will receive notifications when new opportunities are posted.

3

Scan the QR code below to find the link to register.



IndyGo Portal

Log In Register

Procurement Portal
Indianapolis Public Transportation Corporation

IndyGo

Open Public Opportunities Past Public Opportunities Public Contracts

Search

Status	Ref. #	Project	Close Date	Days Left	Action
OPEN	EQ 24-05-509	IndyGo On-Call Vehicle Destruction Services	Jun 10th 2024, 3:00 PM EDT	7	View Opportunity
OPEN	24-04-504	IPTC Document Imaging and Retention Project	Jun 21st 2024, 4:00 PM EDT	18	View Opportunity
OPEN	IFB 24-04-506	IndyGo (1501-W) Garage Renovations Construction Project	Jun 26th 2024, 3:00 PM EDT	23	View Opportunity

[Technical Support](#) [Portal Security](#) [Terms of Service](#) [Privacy Policy](#) [Sitemap](#)

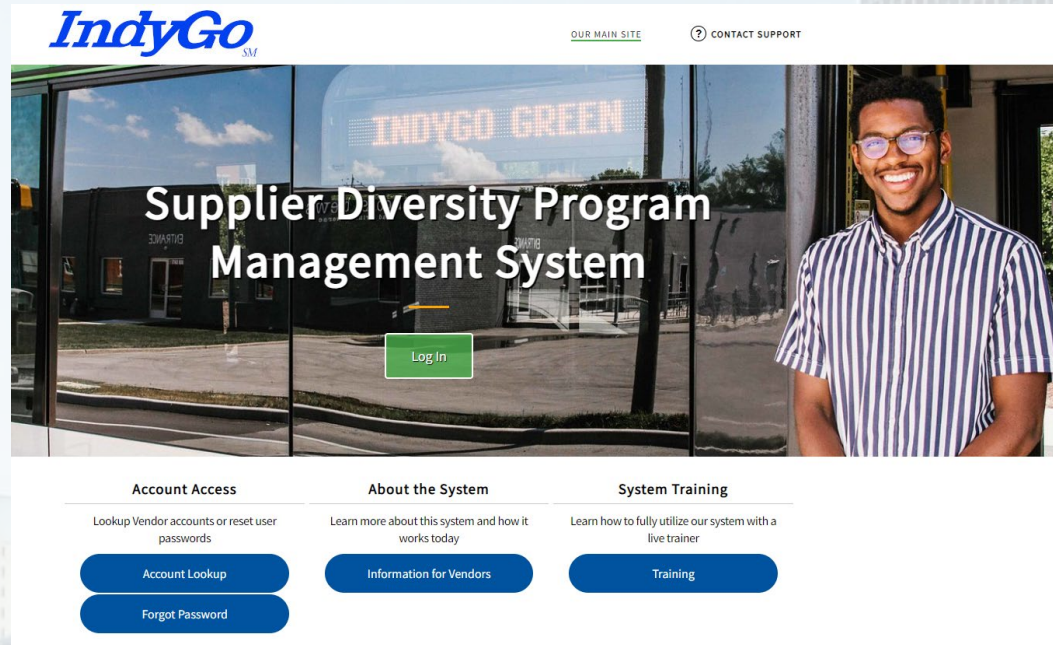
Powered by
Bonfire

IndyGoSM

Website Resources



[IndyGo.net](https://www.IndyGo.net)



Supplier Diversity Contract Compliance System





Tierra S. Radford

Supplier Diversity Specialist

- Work Email:
tierra.radford@indygo.net
- Supplier Diversity Email:
Supplierdiversity@indygo.net

IndyGo
SUPPLIER DIVERSITY

IndyGoSM

*IndyGo*SM

THANK
YOU



Questions & Feedback Survey



Scan to give IBE your feedback for a chance to win a Business growth grant for \$250.00





Contact Us



Telephone: (317) 232-3061

Fax: (317) 233-6921

E-mail: mwbe@idoa.in.gov

Website: www.in.gov/idoa/mwbe

Facebook: IDOA Division of Supplier Diversity

Instagram: @indiana_dsd

LinkedIn: IDOA Division of Supplier Diversity

Address:

Division of Supplier Diversity

402 W. Washington Street, Room W462

Indianapolis, IN 46204

