

OCTOBER 28, 2019

The State of Indiana Department of Administration



Indiana Veteran-Owned Small Businesses (IVOSB) Annual Report

FISCAL YEAR 2018-2019

Indiana Veteran-Owned Small Business Enterprises Program Overview

On July 1, 2013 Senate Enrolled Act 564, which was effective July 1, 2013¹ allowing veteran-owned small businesses to cross-certify in the State of Indiana using their federal certification. This codified Executive Order 13-04. Then, beginning July 1, 2016, the State of Indiana established a system to certify veteran-owned small businesses independently of the federal process, in addition to the cross-certification option available, expanded the definition of "Veteran" to honor those still serving and those in the National Guard and removed other barriers to certification.²

During the 2019 Fiscal Year (July 1, 2018 – June 30, 2019), a total of one hundred-nine (109) firms were certified by the State of Indiana as veteran-owned small businesses bringing the current total of certified entities to one hundred ninety-four (194). Of those, one hundred-twenty (120) firms were certified with Indiana Certification only status.

Integrating the Indiana Veteran Owned Small Business (IVOSB) Program into DSD

In November 2018, IVOSB certification program was housed in the Indiana Department of Administration (IDOA) Division of Supplier Diversity (DSD). Previously, the DSD was only responsible for certifying Minority and Women Business Enterprises (M/WBE), since November 2018, per IDOA Commissioner's decision, DSD resumed the responsibility for certifying IVOSBs as well.

The change has had no effect on the IVOSBs and their certification process continued without interruption. After reviewing the process and existing regulations, the DSD has implemented some changes in reviewing the IVOSB certification applications in order to ensure that, per the regulations, the pool of certified veteran owned businesses maintained a high level of consistency and the ability to be "ready, willing, and able" to participate in state-funded projects.

Below is a summary of changes that DSD has implemented:

- The DSD is requesting for documentation similar to what the U.S. VA's Office of Small & Disadvantage Business Utilization (OSDBU) requests of its applicants;
- The DSD certification process is tailored in such a way that it takes IVOSB applicants much less time than 6 months, which they might have experienced with the OSDBU;
- Most IVOSB applicants to Indiana's program receive a determination of eligibility under 30 days;

¹ IC 5-22-14-11(a)(1)

² IC 5-22-14-3.5(a)(b); IC 5-22-14-2.5; length of Indiana residency requirement removed

- Currently, the state-only veteran certifications are valid for 2 years, and the DSD is considering expanding the validity of certifications to 3 years, as the OSDBU changed their term of certification, in order to mirror them;
- The recertification process is more of a “status check”, unlike an initial application, and requires less paperwork from the IVOSB.

Indiana Veteran-Owned Small Business (IVOSB) Outreach Efforts

IDOA DSD is committed to providing high quality educational resources and a platform across the State of Indiana to connect minority-, women- and veteran-owned businesses with decision-makers and information to help businesses achieve success. The DSD is working with partners from across the state to create a level playing field for our diverse businesses and a climate for economic growth and development.

Annually, the DSD coordinates at least three regional business conferences to connect MBE/WBE/IVOSB firms with educational tools and resources, training workshops, contracting opportunities, and direct connections with decision makers, procurement specialists and buyers. Annually, these workshops and business conferences attract more than 1,000 businesses from across the state. One of the largest veteran outreach initiatives that DSD participated in this year was the 2019 Crane Buy Indiana Expo. This expo involved over 200 vendors not including the attendees. In November, 2019 DSD will also participate in the National Veterans Small Business Week presented by U.S. Small Business Administration.

In addition to workshops and regional business conferences, the DSD partnered with the Indiana Department of Veteran Affairs to be on the panel at the IDOA DSD’s 11th Annual Business Conference “The Power of Now” and speak about the IVOSB program and its benefits. These events offered opportunities for veterans and their dependents to connect with services and prospective employers. The DSD also connected with business owners in communities across the state, which included Gary, French Lick, South Bend, Terre Haute, Hammond, Merrillville, Hobart, Muncie, and Indianapolis.

Veteran Business Enterprise Success

The success of the IVOSB program is measured similarly to the state’s other Supplier Diversity programs with the 3% goal applying to subcontracting opportunities. The Indiana Department of Administration Division of Supplier Diversity also tracks the activity of Veteran Businesses as prime contractors as an indicator of additional success.

Prime Awards

During this past Fiscal Year (July 2018 through June 2019), the State awarded over \$3 million in contracts to Indiana Veteran Owned Small Businesses as prime contractors.

Subcontracting Awards

From July 2018 through June 2019, the Indiana Department of Administration conducted solicitations cumulatively valued above \$299 million, which resulted in approximately \$8.4 million committed to IVOSBs.

Contract Value	3% Goal Target	Actual Committed Dollars to IVOSB	Achieved Committed % (Goal 3%)
\$299,483,906.51	\$8,984,517.20	\$8,412,059.11	2.81%

Total Awards – Prime Awards and Subcontracting Awards

In total, the State spent over \$11 million with State-certified Indiana Veteran Owned Small Businesses.

Time Frame	% Achieved	Subcontracting Committed Award Dollars	Prime Awarded Dollars	Grand Total of Awarded Dollars to IVBE
July 1, 2018 – June 30, 2019	3.86%	\$8,412,059.11	\$3,136,261.73	\$11,548,320.84