



STATE OF INDIANA
DEPARTMENT OF ADMINISTRATION
VETERAN-OWNED SMALL BUSINESS
PREFERENCE ANNUAL REPORT
FISCAL YEAR 2016-2017



Issued pursuant to IC 5-22-14-11 on October 31, 2017

Indiana Veteran-Owned Small Business Certification Program Overview

On January 14, 2013, Governor Mike Pence signed Executive Order 13-04, establishing a three percent (3%) contracting goal for Indiana veteran-owned small businesses. The Executive Order was then codified through Senate Enrolled Act 564, which was effective July 1, 2013.¹ Veteran-owned small businesses are able to cross-certify in the State of Indiana using their federal certification. 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.

During the 2017 Fiscal Year (July 1, 2016-June 30, 2017), a total of eight-five (85) firms were certified by the State of Indiana as veteran-owned small businesses. Of those, fifty-one (51) firms were certified with Indiana Certification only status. This is a strong indicator of the program's success, as it demonstrates both the value of the program and the simplicity of the application process.

Total Awards: Prime Awards and Subcontracting Awards

In total, the State of Indiana spent over \$22,645,794 million dollars with State-certified Indiana Veteran-Owned Small Businesses.

Prime Awards

During Fiscal Year 2017 (July 1, 2016-June 30, 2017), the Indiana Department of Administration awarded **\$9,429,648.02** in contracts to Indiana Veteran-Owned Small Businesses as prime contractors.

Subcontracting Awards

During Fiscal Year 2017 (July 1, 2016-June 30, 2017), the Indiana Department of Administration conducted solicitations cumulatively valued above \$300 million, which resulted in approximately **\$13.2 million dollars, or 4.25% of contract dollars**, committed to Indiana Veteran-Owned Small Businesses.

Efforts are underway to increase the spend of contract dollars with Indiana Veteran-Owned Small Businesses.

- The Buy Indiana initiative has set a goal for state agencies to procure 90 cents of each dollar spent from Indiana businesses. This increases opportunities for Indiana businesses, including veteran-owned small businesses.
- During the procurement process, points are assigned to incentivize the selection of certified veteran-owned small businesses. This will increase the participation of certified businesses in state contracting.
- The process to apply for veteran-owned small business certification in Indiana has recently been streamlined and will ease the burden on businesses looking for the additional opportunities certification may bring.

¹ IC 5-22-14-11(a)(1)