Dear Diane,

The mission of the Greater New England Minority Supplier Development Council is to significantly increase business relationships between our corporate members and our certified MBEs. We believe that minority business development is a key component of reducing poverty, unemployment, increasing wealth, and integrating American society. You are receiving this email in order to keep you abreast of developments with the Greater New England Minority Supplier Development Council, Supplier Diversity Issues and Minority Business Development. If you like what you read please share internally and externally.

Welcome GNEMSDC Interim President - Peter F. Hurst Jr.

Prior to joining the Council, Peter F. Hurst, Jr. was a Senior Advisor with Macquarie Infrastructure and Real Assets, an infrastructure-focused private equity firm, and acts as interim CFO for our Club Collection, a minority and women-owned private social network for professional and social organization. He also was the Founder, Chairman, Chief Executive Officer, President and Acting Chief Financial Officer of The Community's Bank, the only minority-owned and managed bank in the State of Connecticut.

Previously Mr. Hurst was the President of Hurst Capital Partners, Inc., a financial advisory and merchant-banking firm. Before starting his own firm, Mr. Hurst was a Senior Vice President in Dean Witter Reynolds' Corporate Finance/Financial Institutions Group. Mr. Hurst was also a member of the Financial Institutions Group of E.F. Hutton. He began his career as a practicing lawyer. Mr. Hurst was an Attorney in the General Counsel's Office of the Federal Reserve Board, and an Associate with the Washington, D.C. law firm of Steptoe & Johnson. In 1981, Mr. Hurst served as a law clerk to the Honorable Damon J. Keith of the United States Court of Appeals for the Sixth Circuit.


He is married to Margaret Young Hurst and is the father of two adult children.

Please help the GNEMSDC Board of Directors and staff welcome Peter to the Council.

Upcoming Events

There are several events coming up on our calendar that are designed specifically for MBEs to learn about corporate opportunities. We know how busy everyone's schedule is, but these are events often hosted by our corporate members with the expressed purpose of finding out more about you and your business with the ultimate aim, to make you a valuable supplier to their companies. Here are some events you should consider:

- April 22, 2015 - New MBE Orientation 9:30am, GNEMSDC Office 100 Huntington Avenue Dartmouth Shops/Copley Place Boston, MA.
- April 24, 2015 - WBDC Latina Entrepreneurs Focus Group, 8am - 9am, Community Capital Fund
- April 28, 2015 - ISM CT Forum, Anthony's Ocean View, New Haven, CT.
- April 30, 2015 - MBDA Business Beyond Gaming Conference, Mashantucket, CT
- May 5, 2015 - MBE Pre-Certification Webinar, 2 pm - 3pm, contact GNEMSDC Bridgeport
- May 5, 2015 - Small Business Accelerator Forum, 5:30pm - 8:30pm, Whittier Street Health Center, 1290 Tremont Street, Roxbury, MA; for more information and RSVP click here
- **May 6, 2015** - St. Francis Hospital and Medical Center **Healthcare Supplier Diversity Event** at Maneeleys Banquet and Catering Facility, 65 Rye Street, South Windsor, CT.  [RSVP](#)
- **May 13, 2015** - GNEMSDEC 2nd Quarterly Meeting **Hosted by University of Connecticut**, 405 Babbidge Rd, Storrs, CT 06269;  [RSVP](#)
- **May 14, 2015** - Access Health CT - MBE Luncheon, 12 - 3pm at United Way of Greater New Haven
- **May 18-20, 2015** - Diversity Alliance for Science 8th Annual East Coast Conference & Expo, Renaissance Newark Airport Hotel, 1000 Spring Street, Elizabeth, NJ.  [Click here](#) for more information and to RSVP
- **May 17-23** - Tuck School of Business "**Building a Successful Minority Business Program**" at Dartmouth College Hanover, NH. The GNEMSDEC has scholarship funds generously donated by a corporate member. If you are interested in attending this fantastic program call the office. Priority will be given to MBEs who have been certified for at least 3 years.
- **May 27** - Federal Reserve Bank of Boston Supplier Diversity Event "Engage and Connect"; 10:00 AM - 1:00 PM, 600 Atlantic Avenue, Boston, MA;  [RSVP](#)
- **July 13, 2015** - GNEMSDEC Supplier Diversity Golf Classic, Lake of Isles at Foxwoods
- **September 24-25, 2015** - GNEMSDEC Trade Expo at Foxwoods
- **November 18, 2015** - GNEMSDEC - MBDA - CWE Supplier Diversity Best Practices Forum at Fenway Park, Boston, MA.

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### 2015 GNEMSDEC 40th Anniversary Gala Photos

The GNEMSDEC Gala Photos taken last weekend can be found in the link below.

**[GNEMSDEC 2015 Gala Photos](#)**

Special thanks to Tom Ficklin for his continuous support.

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### Institute for Supply Management - 2015 CT Forum

The theme for this year’s Forum is "**Responsibility: Social, Economic and Environmental**"

There will be a panel discussing "**Big Business, Government and Small Business Enterprise**" and the panelists include Dr. Fred McKinney (Tuck School of Business), Jamie Crump (United Rentals) and state officials as well as other big business diversity leaders.

Peter Gioia, from the Connecticut Business & Industry Association, will discuss the state of the Connecticut economy. In addition, the committee is still reviewing speakers on sustainability and how it impacts the bottom line.

**WHEN**

**Tuesday, April 28, 2015**

8:00 AM to 4:30 PM

**Register Today!**

**Sponsors**

**Tables & Ads**

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### MBEIC Meeting and Jazz Evening - May 2, 2015

SOLD OUT
The GNEMSDC MBEIC is sponsoring a Meeting and Jazz Evening with Jeffrey Osborne, Kim Waters, Brian Simpson and others.

**Location**

John Lyman Center of Performing Arts

**Dinner**

5:00 pm - 7:00 pm

**Jazz Concert**

8:00 pm - 10:30 pm

Thank you to all who have purchased their tickets. We will see you at the event which is now **SOLD OUT**. To find out more information about this event please contact....

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**Pullman & Comley Legal Seminar - May 19, 2015**

**Classify Your Employees Properly - Avoid Government Penalties and Private Litigation**

Every business must classify the people who work for it as either employees or independent contractors. Employees must, in turn, be classified under federal and state wage and hour laws as either overtime-eligible ("non-exempt") or as "exempt" from overtime pay rules. An employer’s failure to make these decisions correctly can lead to government investigations, penalties, and liability for unpaid wages, benefits, and punitive damages. This is an extremely active area for litigation with disgruntled workers. **Jonathan Orleans, Chair of P&C’s Employment Law Section**, will tell you what you need to know to classify your workers correctly.

**This presentation will cover:**

- the difference between employees and independent contractors; the "ABC Test" and other applicable standards
- exemptions from overtime requirements; the "salary basis" test and exempt duties
• federal and state enforcement initiatives; what to do when the Department of Labor comes knocking

Location
GNEMSDC Bridgeport Office
333 State Street, Bridgeport, CT

Time
9:30 a.m. - 11:00 a.m.

Space is limited. Click here to RSVP.
For further information contact Jennifer Little-Greer at (203) 288-9744 ext. 111.


YOU'RE INVITED...
SMALL BUSINESS ACCELERATOR FORUM
Register Today

Go to tuftshealthplan.com/forum to learn more and

Whittier Street Health Center
1290 Tremont Street, Boston, MA

Corporate Member Of The Week:

Pitney Bowes Inc. is a global technology company offering innovative products and solutions that enable commerce in the areas of customer information management, location intelligence, customer engagement, shipping and mailing, and global ecommerce. More than 1.5 million clients in
approximately 100 countries around the world rely on products, solutions and services from Pitney Bowes. The team at Pitney Bowes delivers innovations that help clients navigate the complex and always evolving world of commerce - from helping them use data to market to the best customers, to efficiently enabling the sending of parcels and packages, to security payments through statements and invoices.

**Supplier Diversity**

Pitney Bowes is committed to the growth of business with diverse suppliers. The company firmly believes that diverse businesses enhance our supply base, providing innovative strategies and solutions while meeting or exceeding expectations in the areas of cost, quality and delivery. They work diligently to ensure that minorities, women, veterans, service-disabled veterans, HUBZone, LGBT and other economically disadvantaged small businesses have the opportunity to compete for their business.

Pitney Bowes report their diverse supplier spend quarterly against their internal goals and their Small Business Administration subcontracting plan. Majority suppliers, with whom Pitney Bowes currently spend more than $1 million per year, are required to report their supplier diversity spend on a quarterly basis.

To be considered for business with Pitney Bowes, diverse businesses are encouraged to seek certification from one of the following agencies:

- National Minority Supplier Development Council
- Women's Business Enterprise National Council
- Small Business Administration
- Association for Service Disabled Veterans

Certification by local and state governments are also accepted.

Pitney Bowes provides numerous opportunities for diverse suppliers to connect with sourcing professionals and internal stakeholders. The company is an active member of the National Minority Supplier Development Council and the Women's Business Enterprise National Council, the two premier certification and business development organizations for minority and women-owned businesses.


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**MBE Of The Week: ARGA Investment Management, LP**

ARGA’s mission is to maximize client’s wealth over time, investing in undervalued businesses using a disciplined investment approach based on fundamental research and present value.

Founder and Chief Investment Officer A.Rama Krishna leads the team of global business analysts as well as the portfolio construction team, which makes final decisions on all companies that enter and leave the portfolios. He has over 26 years investment experience in managing portfolios and analyzing investments. His strong track record spans both developed and emerging markets equity strategies, with global and international equity specializations.
ARGA is a global organization of highly skilled professionals and is aligned around values, client service and results, all designed to generate superior long-term returns by investing in companies trading at a discount to intrinsic value. Presently, the company has three equity strategies: Global Equity, International Equity, and Emerging Markets Equity.

To learn more about ARGA services contact info@argainvest.com or call (203)614-0800.

**BondSure 2015**

Are you a Southern CT minority contractor in need of a bid or performance bond?

Contact Andres Lopez or visit www.bondsure.org.

BondSure is a state funded surety bond guarantee program. This program is co-managed by GNEMSDC and Community Capital Corporation. Up to $100,000 in collateral is provided to facilitate the issuance of a surety bond to minority contractors.

*Click below to view the BondSure Launch in Bridgeport, CT - January 22, 2015*
http://youtu.be/gPU4Ato2_PA

**Can your business survive a disaster?**

Do you have a plan for your business in the event of a prolonged power outage?

A *Disaster Recovery Plan* can increase your chances of survival.

According to the Red Cross 40% of businesses do not reopen after a disaster. **YOU NEED A PLAN.**

Please contact Tony Peters apeters@gnemsdc.org for a free consultation or go to www.PrepareCT.com for more information.

**Invitations for Bids and Opportunities**

- Haynes Construction Company - [Invitation to Bid](#)
- Landscaping & Irrigation Bid Package # 02-90 - Bass Pro Shops - Steelpointe Harbor, Bridgeport - Contact Anthony Soprano (585) 943-8050.
- Pioneer Valley Transit Authority is seeking proposals for a qualified [Owner's Project Manager](#).
- Mass Gaming Commission has recently posted two positions for staff attorneys. For more information click [here](#).
- Turner Construction Project Bid - [Granite Square Garage Concrete Repairs](#) Due 3/31
- Turner Construction Project Bid - Union Station/Environmental Services
- CT Lottery Corporation [RFP Announcement](#)
- MGM Springfield - [Call for Bidders](#) - Mass Excavation; Underground MEP & Site Utilities; Foundation & Waterproofing
- City of Boston current [Bidding Opportunities](#)
CT Department of Transportation ENG Job Postings: TE3(E) Bridge-external / TE3 (E) HD external / TSE (E) Research - external / TSE CE Specification OOC external

CT Department of Transportation Examination Announcement: Transportation Rail Officer 1 & Transportation Rail Officer 2

CT Lottery is currently seeking applications for Lottery Drawing Associate

Keolis Commuter Services - following new job opportunities are available: Human Resources Information System Analyst; Director of Quality & Performance Improvement; Signal Maintenance and Construction;

Suffolk Construction is currently accepting applications for a Compliance Officer

Mass Dept of Revenue has several job openings: MassDOR.

Harvard University is committed to increasing their efforts in hiring a more diverse population at Harvard Medical School. Currently accepting applications for the following position: Senior Advisor, Supplier Development and Diversity

The Federal Reserve Bank of Boston's vision revolves around the core notion of excellence in serving the public. They have highly skilled and proud employees and provide meaningful and challenging development opportunities to a diverse workforce. Please visit their career page for additional information and a listing of open positions. http://www.bostonfed.org/about/employment/index.htm

**GNEMSDC President and CEO Job Posting**

Use your leadership skills to take GNEMSDC to the next level. We are currently seeking a President/CEO to lead the execution of the organization's vision and mission. For the full job description and resume submittal instructions please click here. Resumes must be submitted by April 30, 2015.